REPORT OF THE U.S. TRADE AND INDUSTRIAL DEVELOPMENT MISSION/OCTOBER 6 – NOVEMBER 7, 1962

C12.2:B53

DOING BUSINESS IN the PHILIPPINES

THE PENNSYLVANIA STATE
UNIVERSITY LIBRARY
DOCUMENTS SECTION

U.S. DEPARTMENT OF COMMERCE/BUREAU OF INTERNATIONAL COMMERCE

MISSION PERSONNEL

WILLIAM H. FLOOD
Mission Director

Monoger, Seottle Field Office of the U.S. Deportment of Commerce, Woshington, D. C.

ROBERT WILBOURN
Trade Development Officer

Deputy Chief, Speciol Projects, Office of Internotionol Trode Promotion, U.S. Deportment of Commerce.

THOMAS C. BALLAGH

President, Bollogh ond Throll, Inc., of Philodelphio, Pennsylvonio.

RUSSEL J. CAMERON

President, Comeron ond Jones, Inc., Denver, Colorodo.

EUGENE M. LANG

President, Resources ond Focilities Corporotion (REFAC), New York City.

JOHN R. LONG, JR.

President ond Monoger, Forgo Internotionol Corporotion, New Orleons, Louisiono.

LESTER L. WOLFF

President, Co-Ordinoted Morketing Agency, Inc., New York City.

PAUL J. ROMANCE

Executive Vice President, Mosby Engineering Associotes, Sorosoto, Florido.

Doing Business in the Philippines

Report of the U.S. Trade and Industrial Development Mission to the Philippines October 6 – November 7, 1962

U.S. DEPARTMENT OF COMMERCE
BUREAU OF INTERNATIONAL COMMERCE
TRADE MISSIONS DIVISION
WASHINGTON 25, D.C.

PLANNING SESSION: Undersecretary of Commerce Edward Gudeman (left) discusses the work of the Trade Mission with the U.S. Ambassador to the Philippines William E. Stevenson (center) and the team director, William H. Flood, Manager of the Department of Commerce Field Office in Seattle, Washington.

Several of the Mission members being interviewed on television in Manila.

BUSINESS SESSION: Members of the United Stotes Trode Mission to the Philippines met with the Chomber of Industries ot Manilo preliminory to personol meetings with local businessmen. The mony business proposols which were presented to the Mission ore discussed in detoil in this week's issue.

NEED MONEY & KNOW-HOW

Mission finds Philippines a land of opportunity for U.S. firms seeking joint ventures

Macapagal administration is effectively stimulating economic and business expansion; scarce investment capital forces interest rates up; high returns possible

By EUGENE M. LANG

President, Resources ond Facilities Corporotion

The expression "joint-venture with an American company" describes the most prevalent type of trade opportunity encountered by the U.S. Trade and Industrial Development Mission during its 5-week stay in the Philippines. Wherever the Mission visited (and this included areas providing more than 85% of nonagricultural activity in the Philippines), the Mission found all levels of business and political activity concerned with attracting American investment, usually in combination with manufacturing know-how and management guidance.

Eugene M. Lang

Everywhere, the Filipino business community expressed strong orientation toward the U.S. This has come partly from a long tradition of fruitful collaboration, partly from high regard for American know-how and the "made-in-America" label, and partly from a strong feeling of kinship with the U.S. and the spirit of free enterprise.

Prior to 1962 this basic orientation was overshadowed by a business climate that many Americans did not consider particularly conducive to extending investment in the Philippines. A politically emphasized "Filipino First" policy, coupled with a complex and not always predictable system of currency and business controls blunted the incentives that the Philippines had historically provided to U.S. entrepreneurs.

However, on taking office at the start of 1962, the Macapagal Administration moved to stimulate economic and business expansion. On the basis of an IRBD Study Mission's report President Diosdado Macapagal in January proclaimed a 5-year socio-economic plan designed to boost Philippine GNP to an annual growth rate of 7% by 1967.

The plan calls for a total fixed investment of about $3 billion. About 33% is to go into manufacturing, 33% into transportation-communication, 20% into construction and public works, 3% into mining and about 10% into agriculture and miscellaneous.

The $1 billion-plus to be invested on manufacturing enterprises is targeted as

About the author

Mr. Lang's firm is one of the world's largest organizations specializing in the negotiation and administration of international licensing and joint-venture relationships. His company has initiated and coordinates nearly 300 manufacturing operations in 25 countries on five continents.

follows: basic metals and metal products —44%; basic and other chemicals, 11.5%; pulp and paper, 5.5%; food processing, 4.5%; textiles (ramie and synthetic fibers), 4.5%; non-metallic minerals, 4.5%; wood processing, 3%; cottage industries, 2.5%; miscellaneous, including footwear, apparel, furniture, leather, optical instruments, agricultural implement and tools, 20%.

The President publicly de-emphasized "Filipino First" as a primary element of policy. With the net inflow of new foreign capital scheduled at $860 million for the 5-year period, he indicated the essential role of foreign industrial investment in his growth program. Likewise, with the Government projected to supply only 22% of total new investment, he affirmed that free enterprise will carry the main responsibility for national development. To underscore a fundamental policy that business controls should be minimized, he lifted licensing and foreign exchange controls and freed the value of the peso.

Spurred by this recently constituted background of economic revitalization and decontrol, the Mission found Filipino businessmen exceptionally eager to consider licensing and joint-venture proposals. Fully 75% of the individual business projects which the Mission discussed with Filipino businessmen involved some form of American participation.

Of the 425 business proposals the Mission brought from the U.S., those expressing willingness to consider local manufacture on a license or joint-venture basis with Filipino associates received the most insistent attention.

The reason why

Many Filipino manufacturing enterprises, stimulated by greater import competition since decontrol, are seeking to modernize their manufacturing techniques or to diversify into new products using native materials. Some wish to acquire licenses from American companies who can furnish know-how and the use of well-established trademarks. Such proposals included formulated chemical products, food processing, toys, textile items, shoes, tools, electrical components and appliances.

Large plantation owners, fearing that the European Common Market and the expiration of the Laurel-Langley Agreement (under which Filipino sugar growers are guaranteed a premium U.S. market for sugar) might eventually restrict their present exports of sugar, copra, abaca and other commodities, discussed investment opportunities in new manufacturing enterprise, particularly the processing of farm and plantation products and by-products.

Philippine Mission

Pertinent details and statistics on the Philippine Mission:

Itinerary:

Manila	Oct. 8-12
Davao	Oct. 13-16
Cebu	Oct 16-19
Bacolod	Oct. 19-22
Iloilo	Oct. 22-23

425 Business Proposals carried by the Mission for which 941 business contacts were established.

292 Export Opportunities were generated.

141 Investment Opportunities and 50 Import Opportunties.

Some Filipinos, holding property or franchises for the development of lumber and mineral resources, indicated a desire to utilize American capital and know-how. The Mission received numerous proposals for the erection of plywood plants and sawmills. It also received projects for extracting and processing a wide variety of mineral resources, in some instances supported by well documented surveys and studies.

Many entrepreneurial and family groups which control widespread business interests and capital facilities indicated readiness to activate long-planned industrial projects which had been postponed pending more encouraging conditions for foreign participation. These groups have usually had a long history of close contact with the U.S. and most are directed by men who have studied or lived in the U.S. They understand and often share American business attitudes and techniques.

The Mission met with many leaders of these groups and discussed joint-venture proposals. In some cases, these were offered in detail, with feasibility supported by extensive and well-documented study.

However, many proposals were made in broad outline and without significant prior analysis, especially in provincial areas. The Mission discussed many undimensioned plantation owners' plans to set up facilities for food processing and canning, slaughtering and meat packing, conversion of lumber with plywood or pulp and paper, production of paper or fibreboard from bagasse, oil-seed extraction, confectionery production, dairy farming and related food processing, and production of animal and poultry feeds.

The greatest number of investment, joint-venture and licensing proposals came from individuals and small companies, often retailers or local wholesalers with limited and sometimes no capital. Some were pursuing ventures outside the realm of their experience or apparent capabilities. However, others presented worthy projects that deserve serious attention.

While most joint-ventures proposed some American investment of cash, relatively few called for cash investment alone. To some extent, this may reflect a feeling summed up by a prominent Filipino industrialist: "More than your capital, we seek your guidance in learning how to use capital—ours as well as yours."

Most requests for joint-ventures involved American know-how and equipment joining with Filipino land, buildings and working capital, with the actual "arithmetic" of the project and the investment required not fully worked out. It was often assumed that feasibility and details would be developed after an American company expressed serious interest and, hopefully, took the initiative in getting the project organized.

Control of an enterprise, whether American or Filipino, seldom seemed a major issue. In fact, many proposals were based on the willingness of the American company to assume management control.

Marketing ignored

The marketing aspects of joint-ventures were also neglected in many proposals. It was often presumed that the Philippine market would automatically absorb contemplated production, or that the American associate or an independent selling agency would take on the sales responsibility.

Planning to manufacture without due regard for marketing represents the approach of a traditionally agrarian economy whose products generally have been sold through independent international agencies, and whose commercial initiative has centered more on buying than selling. The Mission took every occasion to emphasize the essential role of sales planning in creating new enterprises.

The Philippine market for local production is very large and will undoubtedly continue to grow. There is also a large untapped market potential in Southeast Asia where light manufactures of Philippine origin, if aggressively marketed, might well carve out significant volume. This may be possible with items such as footwear and wearing apparel, pharmaceuticals, cement, wood and cottage industry products. The disappearance of British Commonwealth preferences may

become a substantial factor in this regard.

Investment capital is scarce in the Philippines and relatively difficult for the small entrepreneur to come by. Intermediate term loans, when possible to obtain, usually bear at least 12% interest. Thus, many projects received by the Mission would involve American capital almost exclusively.

However, if properly set up, some of these enterprises can justify the capital support required. American entrepreneurs may well regard a statement made by a reliable Filipino businessman: "A 25% annual return on investment in the Philippines is considered minimum; a 35% return ordinary; a 50% return far from unknown."

The Philippine policy specifically contemplates protection of local manufacturers by tariff adjustments. President Macapagal has affirmed the intention "to make such further increases in the tariff as may be proved necessary to provide a reasonable margin of preference which will render domestic producers more competitive." Moreover, presidential action has already increased tariffs on almost 700 locally produced import items "in order to protect and encourage the growth of new domestic industries."

Apart from the possibility of relatively attractive investment returns, the so-called "Basic Industries Act" passed in mid-1961 provides additional incentives for enterprises established in 19 specified fields. These include metals, chemicals, food processing and packing, pulp and paper, farm implements and vehicles including parts and tools, engines, textile products, crop development and processing of agricultural items, development and exploitation of natural resources.

The Act permits complete exemption for new "basic" companies (this does not include packaging and assembly plants) from the following imposts: The special import tax (about 6.8% ad valorem); the compensating tax (a variable ad valorem duty that can be very high); and import duties on machinery, equipment and spare parts imported to establish the new enterprise.

Applications for such exemptions are filed with and processed by the 7-man Board of Industries created by the Act. Action on applications has been sluggish, perhaps due to the possible redefinition of "basic" industries, to narrow coverage or to intensify regional orientation. Further, while equipment has been brought in under the Act, importing companies have nevertheless been required to post bonds covering the taxes involved.

Regional development is also a significant consideration in appraising investment opportunities in the Philippines. About 73% of all manufacture is now concentrated in the Manila area, where perhaps less than 10% of the total population is located. The Government's 5-year plan recognizes this imbalance and is specially encouraging economic growth in "the provinces." The Philippine Congress has already enacted 2 regional development programs for the Mindanao and the Central Luzon—Cagayan Valley areas.

The Mission feels that a variety of attractive investment and joint-venture opportunities may be found in the provinces. Some areas which are now dependent on Manila industry and traders offer prime market potential that local production could pre-empt.

Investment law

The Macapagal Administration has also indicated its intention to support an Investment Law that will, among other things, encourage and provide appropriate guarantees to foreign as well as domestic investment. Included among the spate of bills introduced during the last session of the Philippine Congress was a bill which, for specified areas of industry, would guarantee repatriation of dividends, earnings and capital, facilitate employment of non-Filipino personnel, and offer a depreciation "bonus" on investment, and other incentive provisions. It seems significant that only Filipino-controlled joint-ventures would be covered by the bill in its present amended form. The bill is pending and subject to further changes.

Some local Americans and Filipinos doubt that an Investment Law will be enacted. Others expressed the thought that such a law might be restrictive and curtail advantages that now exist. However, the desirability of a law to establish the "ground rules" for investment has been advanced by many Filipino political leaders and members of the business community in discussions with the Mission and in public statements.

Investment consideration

Despite de-emphasis of "Filipino First," both within and without Government, there exists strong preference for ventures involving "substantial Filipino capital and management participation."

This does not rule out 100% foreign owned or foreign controlled projects, but it would not seem imprudent to consider the factor of Filipino control or "substantial" participation as having long-term importance. This is illustrated by some of the administrative problems which some companies in the Philippines encountered in bringing expert working personnel from the U.S. under "Treaty Trader" provisions of the Laurel-Langley Agreement.

Until the expiration of the Laurel-Langley Agreement in 1974, American nationals will continue to enjoy equal treatment with Filipino citizens, even respecting laws which limit the rights or activities of foreigners generally. Thus, enterprises which under Filipino Law must now be at least 60% Filipino owned, can be wholly owned or controlled by American nationals until 1974. Similarly, Americans can still engage in retail trade and may own land, from which non-Filipinos are or will soon be barred.

The National Retail Act enacted in 1954 will ban non-Filipinos from retail trade, in its broadest sense, after 1964. A non-Filipino (or non-American during the duration of the Laurel-Langley Agreement) will not be permitted directly or indirectly to own any share of an enterprise defined to be even partly engaged in retail activity, or to be employed by any such enterprise.

Taxes

Corporate taxes in the Philippines are 22% of the first Peso 100,000 (approximately $25,000) of net income and 30% on any excess. Domestic or resident foreign corporations receiving dividends from corporations subject to Filipino income taxes are exempt from further income tax on 75% of such dividends. Foreign and domestic corporations are also subject to a 25% tax on undistributed profits or surplus that are deemed to be accumulated in order to avoid further taxation of stockholders. The President's 5-year plan, incidentally, proposes the possibility of increased income taxes.

Dividends and profits received by foreign shareholders or partners are now freely remittable, but are subject to a 30% Philippine withholding tax. Fees or compensation for services rendered by non-resident foreign nationals for services performed in the Philippines are also subject to local tax. Compensation for services by non-resident foreign nationals outside the Philippines may or may not be taxed locally.

Royalties paid by licenses in the Philippines to foreign non-resident nationals are subject to a 30% withholding tax. When received by Filipino or resident foreigners, they are subject to regular income taxes. There is a 50% tax on capital gains.

There is no tax agreement between the Philippines and the U.S. so that American citizens and corporations may have a

liability in both countries with respect to the same items of income. Both the U.S. and Philippine revenue codes provide, within limits, for a deduction or credit for foreign income taxes paid. However, this does not provide the full advantages afforded by conventional "double taxation" treaties.

The Philippines have well defined legislation for registration of trademark and tradenames, and for patenting inventions. The laws are substantially patterned after the laws applying in the U.S. and recognize certain international "convention" priorities between the U.S. and the Philippines by virtue of an exchange of letters between the countries.

License and joint-venture agreements may now be negotiated and signed without going through any special formalities or official review. However, under the Basic Industries Law, application must be made to the Board of Industries for approval if the benefits under that law are to be obtained.

It is also important that conditions of agreements be weighed in relation to the National Retail Act and the ultimate expiration of the Laurel-Langley Agreement, as well as any future legislation, such as an Investment Law, that may be enacted. Under all circumstances, of course, the actual climate in all its aspects must be considered along with the written documents.

In appraising the attractiveness of the Philippines for licensing, investment and joint-venture, the Mission carefully considered the profit potential in relation to the risks and problems. The consensus was that few countries in the world now offer American businessmen more attractive opportunities for long-term investment.

The Filipinos genuinely want to work with Americans as associates in establishing and developing their enterprises. The present Government wants to attract American entrepreneurs and provide a business climate conducive to the profitable use of capital. The country is endowed with enormous resources. It presents a scarcely tapped market with a growing population (rising at an annual rate of 3.2%) and expanding individual purchasing power.

The Mission came to the Philippines during a period of transition. The economy is moving from an era of restrictive controls into an era of relatively unfettered enterprise. This requires adjustments in administrative attitude at all working echelons of Government and the implementation of the new and constructive outlook.

To spearhead the transition, the Macapagal Administration has set up "action" planning agencies that are now expediting the useful projects inherited from the past and harnessing them to the content and objectives of the new 5-year socio-economic plan.

A transitional period necessarily involves uncertainties. In rendering an optimistic evaluation, the Mission may seem to be taking much on faith. However, an American businessman cannot be exposed to the dynamic attitude of the Philippine business community (however unprepared it may be in terms of individual project detail) and to the Government's awareness of the earthy problems of stimulating economic growth in an environment of private enterprise (however incomplete may be the agencies or facilities for dealing with these problems) without sharing at least a good measure of the Mission's outlook.

Must bridge gap

There is a great need to bridge the gap between the present inability (or unpreparedness) of the average expansion-minded Filipino businessmen to set up projects in studied detail and the relative inertia of the American businessmen in considering projects whose content has not been adequately organized. The Mission's effort to underline this need was generally considered a particularly valuable service.

The Philippine Government also recognizes this need. Its central economic planning agency is establishing improved facilities to provide needed technical and research guidance to local businessmen. The U.S. AID program is being designed to contribute effectively toward this objective and is working closely with Philippine planning authorities.

It will be some time before the fruits of the administrative and educational job in the Philippines become conspicuous. The Mission believes that many excellent opportunities for Americans to participate in Philippine growth will not wait.

American businessmen must take more than the usual share of initiative. They can find various types of assistance under the AID Program. They will find eager cooperation from Filipino agencies in supplying help and information (and there is a large miscellany of useful survey data to be tapped). The Mission believes that initiative taken now by American business to explore the opportunities for investment, licensing and joint-venture in the Philippines should be amply rewarding.

Philippines offer prime area for U.S. marketing methods

Filipinos prefer American products; want U.S. know-how and equipment for local production of goods

By LESTER WOLFF
President, Co-ordinated Marketing Agency, Inc.

The Philippines, a potential market whose surface has barely been touched, represent a challenge to American marketing ingenuity. Since all evidence points to continued economic growth in this area, the desire for more and better products from the U.S. should expand.

Lester L. Wolff

Filipinos are convinced of the superiority of American products even though they may voice competitive claims regarding products from Japan and Western Europe.

Marketing is in its infancy in the Philippines although several firms, some with great sophistication, have been organized in recent years. However, this area offers tremendous potentialities for American marketing firms and needs all the assistance U.S. firms can offer.

The Philippine market structure has been geared primarily to the processing and fabrication of native raw products. While there is a growing desire to mechanize and automate, handicraft production facilities remain unsophisticated. The ready availability of low cost labor has limited mechanization, with advances limited to a small number of companies, but these are few and far between. Increased technical training is necessary if more small firms are to advance in this direction.

The addition of American technical skills, know-how and equipment, could

About the author

Mr. Wolff's firm has been a major factor in the super market industry and a pioneer in the development of the discount store. He has travelled the world over in search of new ideas and products and in helping to establish practical working relations between companies in the U.S. and other nations.

further marshall the vast latent resources of the Philippines. Philippine businessmen we talked with were all interested in American labeled products, but they want these products to be produced locally.

One of the chief problems confronting the marketing agent in the Philippines is getting the product to market. Few but NAMARCO, the government marketing agency, have any semblance of a distribution system.

There are hundreds, perhaps even thousands of small distributors who sell their wares through Sari-Sari stores. These stores are merely stands with little or no store fixtures and less inventory.

In Manila itself, although there are several modern special shops, none could pass for what we call a department store.

There are a few supermarkets in Manila, and they seem to do very well. These would fall into the Superette category in the States.

There are also large numbers of drug stores, barber shops and beauty parlors.

Packaging

Although there is a growing tendency to buy packaged products, most goods continue to be sold in bulk. Of the packaged products, small unit sizes are more successful than large economy sizes, with the savings going unnoticed. "Two offers" and combination selling do not make much headway, and most buying is done on a hand-to-mouth basis.

Tailoring and dressmaking have reached a high degree of skill, in Manila, but don't try to sell neckties here! Men customarily wear a Barong Tagalog, and it is perfectly appropriate to wear this open necked overshirt even to formal functions. Handicraft and embroidery, for which the Philippines are world renowned, continue to dominate both men's and women's dress.

Basic marketing techniques are badly needed. Although there is a growing sophistication in the business community, a dire need for research facilities exists. The great lack of market planning is also noticeable.

The enthusiasm and desire for production facilities do not seem at all dimmed by the lack of knowledge about market potentialities. Many businessmen produce first and then decide to sell. Our recommendations have been for feasibility studies, to survey the market before starting production.

Communication troubles

Another marketing problem is the difficulty of communications between islands. Seaborne transport and telephone can cause untold difficulties. Most inter-island communications are by radiophone, and inter-island shipping is costly and primitive.

Home industries present the same potential in the Philippines as in Japan. If marshalled, they will prove a potent production source as well as a market for American components. Jovito Rivera, former Undersecretary of Commerce, recently was assigned administrator of NACIDA, a new government bureau set up to coordinate the cottage or home industry program. Adequate training programs and the establishment of standards of quality, design and performance are a sorely-felt need.

Most agricultural products presently produced are gobbled up by the fresh market, notwithstanding the great demand for additional processed products such as canned milk, sardines and corned beef. Joint venture arrangements in the processing field appear promising, and capital for these ventures is available from sugar interests who seek diversification.

U.S. consumer goods

American companies will find this market very receptive to their products, the Philippine market will not absorb every product merely because it bears an American label.

Although Filipino marketing people want to distribute American products, what they really desire is the American label and the American equipment to make the product here under licensing or joint venture agreement.

American products continue to enjoy many natural advantages here, including the Filipino market preference for American goods. Price competition from other suppliers is becoming increasingly meaningful even though U.S. brands, slightly higher in price than competing foreign brands, continue to be purchased.

A number of local distributors are looking for American products to market; however, as previously stated, the great preponderance of inquiries in the consumer products field is related to joint ventures and licensing of established brands. For the most part, the licensee expected the licensor to bear the advertising cost. However, he was generally quite willing to invest whatever was necessary for the production of the licensed item.

Joint ventures were sought after by many as a vehicle to acquire technical support and capital investment.

In closing, it should be re-emphasized that this market deserves the attention of American manufacturers.

Philippines' 5-year Plan stresses development of mineral resources; trade, investment prospects bright

Stiff Japanese and European competition challenging U.S.'s traditional position as chief supplier to Philippine market

By RUSSELL J. CAMERON

The well-known mineral potential of the Philippines is slowly being tapped. During the decade of the 1950's, the value of mineral production approximately trebled. Gold, which once was the principal mineral commodity, now has been surpassed by copper and cement. Chromite and iron ore production also continue to be important.

President Macapagal, in his 5-year Socio-Economic Development Program, called on the mineral industry to increase substantially its contribution to the Philippine economy. The role of mining and minerals as major earners of foreign exchange will probably become increasingly important in the near future. Mining is also expected to provide the necessary raw materials for the establishment and growth of basic industries in the Philippines.

The program envisages Philippine self-sufficiency in steel, nickel, aluminum, refined copper and zinc production, with increases in fertilizers, electro-chemicals, lime, cement and glass already underway. The beginning of a modern coal industry is also planned.

The machinery and services required to expand mining output are expected to total more than $200 million for the period 1963-1967. Steel and other mineral and chemical industry investment will probably need an additional $800-1,000 million. U.S. suppliers can expect stiff competition from Japan and the Western European countries, so attractive

credit and financing terms will have to be offered.

The long standing Philippine preference for American equipment simply is not enough. Others are offering quality products at attractive prices, with financing, and under the pressure of a persistent capital shortage the Filipino industrialist may feel he has no choice but to buy elsewhere.

The opportunity for U.S. capital to participate in the growth of the mining industry is excellent. Joint-ventures are eagerly sought by Filipino industrial groups to obtain additional capital and technical-management experience. Because of a common language and the long and congenial business associations between the 2 countries, U.S. partners are favored.

The Mission received a large number of mining proposals, many from well established companies. Included are proposals for mining gold, chromite, copper, iron, nickel, manganese, phosphates, limestone and sulfur. Although some mining properties only need development to become productive, many likely prospects lack even preliminary investigation.

Despite the long history of mining activity, which began more than 300 years ago when the Philippines were under Spanish rule, the mineral resources of the Philippines are relatively unexplored. Some areas containing important mineral deposits have been neither developed nor studied in detail. Many mines destroyed during the Japanese occupation have never been re-opened.

Through the technical assistance programs of the Philippine Government, the United Nations and the U.S. limited mineralogical surveys have been conducted in recent years. Numerous mining districts and individual claims still need intensive study to establish their value. Only a few Filipino mining companies have the necessary personnel or financial resources to conduct these surveys. Capital willing to conduct the necessary surveys in return for future exploitation rights is badly needed.

The Philippine Government's attitude toward mining is favorable, and the present administration is strongly committed to a free private enterprise system. The government has divested ownership of several industries it once directly operated.

The measures freeing the peso and lifting licensing and exchange controls were a bold and successful step toward removing governmental restriction on private business activities. Private foreign investment has been further encouraged by the removal of controls on the repatriation of capital and the remittance of profits.

These are only the most notable of the government actions to give private enterprise the opportunity to build a strong Philippine economy.

Not all rosy

However, there are a few problems. A number of laws and regulations, some of which are restrictive specifically affect the natural resource industries. For instance, the exploitation and utilization of natural resources is limited to citizens of the Philippines or to corporations in which at least 60% of the capital is owned by Philippine citizens. The Laurel-Langley Agreement gives U.S. citizens equal rights with Filipinos until 1974, but guarantees expiring in 11 years are inadequate for responsible mining enterprises seeking to invest millions of dollars.

The Retail Trade Nationalization Act adversely affects business activities generally.

However, there is reason to believe that new legislation and clarification of the Administration's policy will continue to improve the business and investment climate in the minerals field.

Investment and business opportunities for important mineral commodities:

Iron. Most of the iron ore presently mined in the Philippines is exported to Japan and shipments have been steadily increasing as new iron ore reserves are developed. Plans to produce steel in the Philippines for domestic consumption are well advanced. Sources of coal for steelmaking must also be developed. Opportunity both for investment and the supply of the equipment is excellent.

Nickel. Another long-sought resource development is the utilization of the vast iron-nickel deposits of the southern Philippine Islands, which may be measured in the billions of tons. Although these laterite deposits, as the mineral is known, have interested investors for many years, no satisfactory proposals have been made.

Copper and Chromite. The Philippines is the largest copper and chromite producer in the Far East. Copper and chromite mining and manufacture continues to gain in importance. The outlook is favorable and offers excellent growth potential. Trade and investment opportunities are excellent.

Precious Metals. Gold and silver output has declined in the Philippines since prewar times and the industry continues to face economic problems. Surprisingly few proposals were presented to the Mission in the precious metals field, and trade and investment opportunities appear limited.

Coal. Although coal has been mined in the Philippines for over 60 years this source of fuel has never become important. Small reserves of poor quality and high cost have been the limiting factors. However, the industrialization program of the Philippines has created a new urgency for a more intensive exploration of the Philippines coal resources. The modest geological studies of recent years have indicated that the outlook may be much brighter than previously thought. New processes to up-grade and utilize poorer quality coals diminish the problem of quality and modern mining methods will lower costs if adequate reserves can be developed.

The development of a modern coal industry should be given high priority and may be one of the best opportunities in the Philippines for investment participation by U.S. companies.

Lime and Cement. Although the cement industry has undergone considerable expansion in recent years, there is a shortage of cement which will probably persist for several years. The President's 5-year program calls for doubling cement capacity, and the supply of lime for industrial use also will expand several fold. Raw materials are plentiful and widespread but coal needs to be developed as a source of fuel. Trade and investment opportunities are excellent.

Ceramics and Glass. Clays suitable for the nascent ceramics industry are available in the Philippines. At the present time structural clay products are not produced in quantity, but refractory brick production is planned. Good quality silica is available and the glass container industry is well established. Trade and investment opportunities are good.

Petroleum. While extensive petroleum exploration is underway by the major oil refining companies operating in the Philippines, the Philippines continue to import all of their crude petroleum needs.

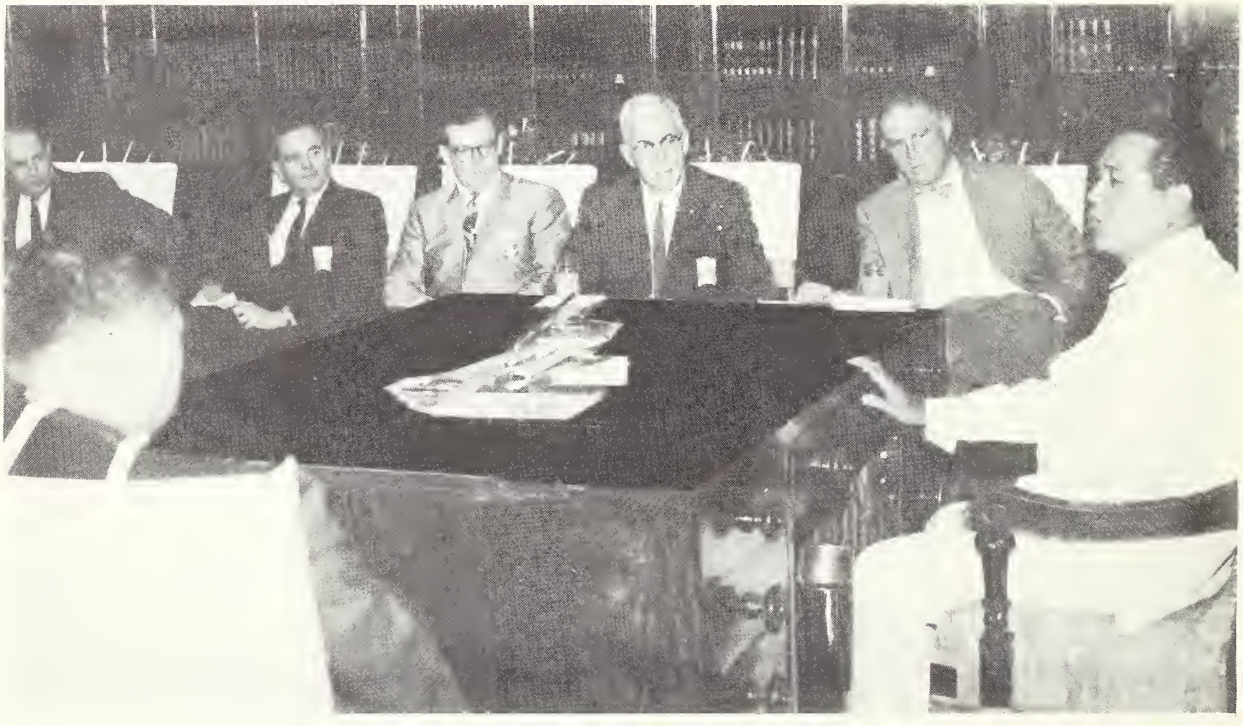
Pyrite and Sulfur. Large deposits of both pyrite and volcanic sulfur are known to exist. Pyrites from copper concentration are now used as a source of sulfuric acid. Additional sulfuric acid production is needed, especially for the developing fertilizer and steel industries. Thus good investment and trade opportunities are present.

Other Minerals. Mercury, molybdenum, zinc, lead, platinum and palladium are produced but the outlook for significant production is not currently being considered seriously. Bauxite and gypsum have not been found in commercially exploitable deposits.

Mission member Ballagh utilizing business publicatians in canducting a business sessian. These publications were part af a 1,200 volume library, furnished by the U.S. business press, which accampanies all Trade Missions.

Members of the Missian in cansultation with Governor Francisca E.F. Rematigue (back to camera) during a four day stap in Cebu City.

Paul J. Romance talks over trade possibilities with unidentified Filippino businessmen.



President Macapagal of the Philippines, meeting with several members of the U.S. Trade and Industrial Development Mission to the Philippines.

Chemical process industries need U.S. equipment, services, capital, says Trade Mission

Expected investment of over $1 billion in next 5 years should provide expanding market for equipment and funds

By RUSSELL J. CAMERON
President, Cameron and Jones, Inc.

The chemical process industries in the Philippines are a mixture of the old and the very new. Both extremes offer opportunities for exporters of United States equipment, services, and capital.

Russell J. Cameron

Opportunities for American industries range from the sugar milling industry, whose plants are based on a venerable technology developed a half-century ago, to the proposed copper refining and steel-making plants whose ultra-modern processing methods are still in the development or planning stages. An expected investment of over $1 billion during the next five years in basic metals, chemicals, non-metallic minerals, synthetic fibers and plastics, pulp and paper, chemical process industries, and other fields will provide an expanding market for U.S. equipment as well as profitable investment opportunities.

The chemical process industries are given high priority in President Macapagal's 5-year socio-economic plan. Presently, steel, fertilizers, most basic chemicals, paper and pulp, medicinals, synthetic fibers and plastics are almost all imported. An effort is being made to attain self-sufficiency in the production of some of these commodities.

Basic chemicals

The heavy inorganic chemicals: sulfuric acid, soda ash, caustic soda, lime and salt are produced in insufficient quantity, necessitating imports. New construction of fertilizer plants, paper and pulp mills, glass plants, and steel mills will substantially increase the demand for these heavy chemicals. The present overall industrial growth rate will not meet this rapidly expanding demand for these basic chemicals. Trade and investment opportunities are considered good.

Fertilizers

Despite increased output and the construction of two new fertilizer plants (ammonium sulfate, urea and anhydrous ammonia) domestic production of nitrogen-based fertilizers does not satisfy demand. Additional expansion plans call for the derivation of phosphate fertilizers from local phosphate rock. At present essentially all phosphates are imported.

Increased emphasis on expanding the production of foodstuffs and the concerted efforts to improve the competitive position of the sugar industry will increase the pressure on the chemical fertilizer industry. Production of organic fertilizers has just started. Additional compositing plants are considered practical in some areas. Synthetic ammonia production by electrolysis will soon be supplemented by production based on refinery tail gases.

In summary, trade and investment opportunities in the fertilizer industry are good.

Pulp and paper

Two pulp producing plants using sugar cane bagasse and bamboo are in operation. Another very large project proposing use of Philippine hardwood and mill waste for newsprint is in the financing stage. It is anticipated that imports of pulp will be reduced significantly but not totally eliminated. The sugar industry is encouraging greater use of bagasse in the manufacture of paper and fiberboard products. Trade and investment opportunities are considered to be good.

Miscellaneous chemical products

Paint chemicals and resins are being manufactured on a modest scale and production capacity is expanding. The production of polyvinyl chloride is about to begin. Products such as solvents, adhesives, insecticides, pharmaceuticals and other end-product chemicals are manufactured from imported raw materials. However, most of these activities are small and with a few exceptions offer only limited investment opportunities. Sales of raw materials and equipment should increase as production is expanded. Many consumer chemical products are imported for packaging in the Philippines rather than locally manufactured. The Philippine decontrol program which devalued the peso as well as lifting licensing and exchange controls should encourage the domestic manufacture of some of these miscellaneous chemical products.

The sugar industry provides unusual opportunities for the establishment of chemical plants. At the present time, the Philippine sugar industry is enjoying great prosperity, yet it fears the termination of its preferential position in the American market when the present Revised Trade Agreement expires. To meet this contingency, the sugar industry recognizes the need to modernize to be able to meet the competition from other sugar suppliers in the American market. It also hopes to diversify its products and to reduce its dependence on sugar exports.

Progressive companies are studying means to utilize sugarcane by-products for chemical purposes. Many proposals were made to the Trade Mission regarding diversification. Among these were use of sugarcane bagasse to manufacture fertilizers, to produce fermentation products and animal feeds, construction materials, charcoal, and even pig iron. The success of these proposals will depend on the industry's ability to form joint ventures with foreign investors' groups. The investment outlook in this field is excellent.

Copra industry

The Philippines produce a large share of the world's copra, most of which is processed in Europe and the United

About the author

Mr. Cameron is a chemical engineer with a wide range of experience in the manufacture and use of industrial chemicals and the development of mineral resources. His company's services include market surveys, sources of supplies of raw or basic industrial chemicals, procurement, process development, plant construction and plant operation supervision.

States. There is a strong desire on the part of copra producers to process the fresh coconut locally in an integrated system which would make use of the several by-products of the coconut, such as the meat from which the oil has been extracted, the milk, the husk, and the shell. When more research is done on the problems of processing, product development and collection of the raw coconuts for processing, this industry may offer good trade and investment possibilities for American business.

Electro-chemicals

No survey of the chemical industry of the Philippines would be complete without mentioning the hydro-electric potential of the Maria Christina Falls at Iligan on the north coast of Mindanao. The 50,000 KW power plant now in operation is used almost entirely for chemical and metallurgical processing. Calcium carbide, ferro-alloys, ammonia, cement and steel are being produced at this site at the present time. Primary aluminum, additional fertilizers, an integrated steel mill, caustic soda, chlorine and polyvinyl chloride plants are among the new installations planned to utilize the 750,000 KW ultimate potential of the falls. Although it may take several years to develop these facilities. Iligan will certainly be a major industrial complex. President Macapagal is interested in this future industrial complex, and has assigned it high priority under the recently promulgated five-year Socio-economic plan.

Summation

The Philippine chemical industry, while modest in size, is vigorously expanding to meet the demands of a predominantly agricultural economy which has traditionally imported its chemical requirements. At the same time, the industry must prepare to meet the needs of the industrialization program which includes certain heavy industries.

All the conventional problems of an industry expanding rapidly from a small base must be met. These problems include attraction of capital, the training and development of technical and managerial talent, the efficient use of by-products and co-products, facing competition from abroad, promoting consumer acceptance of domestic products, efficient development of a distribution system, maintenance of high standards of product quality, and, very importantly, obtaining fair and sympathetic treatment from the governmental bodies with whom the industry is concerned.

The U.S. chemical industry and the suppliers of chemical equipment, services and raw materials can and should vigorously fight for their mutually beneficial place in the Philippine chemical industry. While the competition may be tough and the problems of doing business in a foreign land time-consuming and expensive, the common language, the Philippine respect for democracy and free enterprise, and the long-standing tradition of excellent and mutually beneficial business and trading relations between the U.S. and the Philippines offer excellent opportunities for the American businessman and investor.

Need exists for 'package' plants in Philippines

Shortage of qualified technical and engineering services noted

By PAUL J. ROMANCE

Executive Vice-President, Mosby Engineering Assocs.

The Trade Mission determined that a large and genuine interest in "packaged plants" exists in the Philippines. Very good business opportunities exist for American engineering firms capable of supplying complete plants, the so-called "package plants" or "turnkey plants," particularly in view of the shortage of, and need for, qualified technical and engineering services.

Paul J. Romance

The ranges of services sought varied widely, ranging from feasibility studies to management contracts. In some cases financing for the types of services requested was also sought.

The need for manufacturing "know how" was a constantly expressed theme. Joint ventures were often viewed as the means for obtaining the desired end of technical know-how, and to obtain this some Philippine firms were willing to supply considerable land, labor and capital; other firms had considerably less to offer. Some felt that this was more urgently needed than American capital which they also need. In some areas the reason for joint venture package plant requests were made specifically to obtain and tie American know-how to the new ventures. For example, a Philippine firm in Davao wants a particle board package plant in joint venture with an American firm. A Philippine firm had the raw materials, power, management, land, money, reputation and some outlets which they wanted to couple with experience, know-how, some money and/or equipment from the American firm.

Want package plant

Another example of the real opportunities of selling package plants especially with joint venture with U.S. partners is: a business consultant and management firm in Manila with many clients of diversified interests wants to establish contact with an American firm experienced in package plants. This Philippine firm states that the package plant concept will play a vital role in the industrial expansion program being initiated in the Philippines.

This demonstration of interest and desire does not mean that American firms have clear and easy sailing in this field. The Mission was constantly reminded that Japanese and European firms were very aggressive in the Philippines. In some instances the Mission was told that other quotations had already been received. However, genuine desire to do business with American firms if the American firms could be located and if they were competitive cannot be overestimated.

Joint venture agreement could tie in very well with the two regional development programs established by the Philippine Congress, one for the Mindanao area and the other for the Central Luzon-Cagayan Valley area. Interviews with planning authorities have established their awareness of the effectiveness of industrial parks as an instrument of industrial planning and development. (An industrial park is a planned orderly development of a complete new area containing residential, business and industrial components.) It is therefore reasonable to assume creation of industrial parks in these two geographic areas. This in turn will increase the possibility of package plant sales.

About the author

Mr. Romance has had extensive experience in the field of industrial engineering and community development, also with the use of turnkey and packaged plants in the establishment of "ready-to-go" industrial enterprises. He is also Executive Vice President of Mosby Photo, Inc., and Director of FIR-NAC Systems, Inc.

Demand for industrial equipment

By THOMAS C. BALLAGH
President, Ballagh and Thrall, Inc.

Numerous meetings with individual businessmen, machinery dealers and trade associations in the Philippines indicate an expanding demand for American industrial equipment.

Thomas C. Ballagh

However, to meet strong Japanese and European competition on equipment offered at lower prices with extended credit terms, more aggressive selling is needed. Matching short and long term credit is now available under new U.S. credit insurance and financing facilities. More emphasis was laid by Philippine businessmen on the need for capital and credit than on any other point.

Neither Philippine businessmen nor American sellers seem fully aware of the extent to which these facilities are now available. There is need for greater publicity on this point, and greater use of such credit and financing where justified in individual transactions.

Incentives to local production

There are several factors which encourage increased manufacturing and production in the Philippines, thus expanding the demand for industrial equipment.

Some of these factors are the direct result of the decontrol program.

First, the devaluation of the peso has made it more expensive to buy foreign goods.

Second, importers of non-essential and some semi-essential goods are required by the Philippine government to make time deposits, which are frozen for 120 days without interest, in amounts ranging from 25% up to 100% of the value of the goods, depending on the category of the products as to essentiality. This is in addition to any deposits asked by the banks to open the letters of credit which are still the usual method of payment. This requirement tightens credit, limits imports and consequently stimulates manufacturing in certain areas.

Third, pressures for tariff increases are mounting. In September, 1962, duties on most textiles were doubled and some raised 500%. Pressure for permanent protective tariff increases is anticipated in many lines.

Fourth, there is a continuous pressure for further industrialization to utilize Philippine natural resources and labor, and for increased self-sufficiency and development.

Diversification

The important sugar industry is showing a desire to diversify and industrialize in other fields, including manufacturing and food processing.

The Philippines export almost all of their sugar at a premium price which is above the world market price. Sugar exports have amounted to as much as 150 million dollars annually or over 40% of the exports of all Philippine products to the U.S., and about 25% of total Philippine exports to the world.

Many sugar producers and planters want to invest their profits or capital in various industrial projects, as individuals, as corporations or as cooperatives.

Some of the plans of individuals are already well advanced. Others, especially those requiring joint action by cooperatives, are in formative stages. An opportunity exists for American manufacturers of equipment or suppliers of complete packaged plants to make offers.

Engineering concerns may want to propose their services for feasibility studies, preparation of specifications and bids, purchasing of equipment, construction and installation.

In the sugar areas, capital is available for new industries in other fields, but usually know-how is lacking. Licensing arrangements for technical know-how and joint-ventures are wanted.

Capital shortage

In many fields (except perhaps the sugar area) a shortage of capital was indicated by the widespread requests for short and long term credit, and for American investment in joint-ventures.

In previous years, and especially during the period of import control, letters of credit have been the most usual method of payment to American suppliers. Since decontrol, the credit situation has been strained by various factors. These include the increased number of pesos required for each dollar's worth of goods; the tying up of capital in the substantial deposits required by the government, (which are intended to discourage excessive imports of non-essentials); restriction of credits, as a brake on rising living costs; and the fully loaned position of many banks in view of the general expansion of the economy. The collateral requirements and interest costs of local loans induce many to seek easier and cheaper credit overseas.

Credit terms

As a result, requests are being made for easier and longer payments terms from the United States.

Buyers of industrial equipment normally carried in stock now want sight or time drafts. On larger machines, credit terms of 3 to 5 years or more are sought. For investment in major plants, longer credit terms of 10 to 20 years are wanted.

Where advisable and merited, short term credits under 180 days, and medium term credits of 3 to 5 years may qualify under the relatively new export credit insurance program of the U.S., operated by the Foreign Credit Insurance Association with U.S. government assistance. This possibility is relatively unknown in the Philippines, but should be further publicized and utilized.

Actual financing of American exports on short term credits by U.S. banks is normally with recourse on the exporter. However, the 3 to 5 years' financing of capital goods may qualify for non-recourse financing by U.S. banks, with participation by the Export-Import Bank. If, however, the guarantee of a Philippine bank is also required, the buyer may find this an added difficulty or expense.

Since in recent years the credit has been extended by the banks in the Philippines, recent credit information on Philippine customers may be lacking among exporters and manufacturers in the United States. Consequently, any transfer of financing to United States

About the author

Mr. Ballagh's firm serves as Export Managers for domestic manufacturers of industrial and agricultural machinery and equipment. He also directs two affiliate companies: Balthex International, and Ballthrall Trading Company, an export-import and engineering concern.

credit institutions may need to be gradual.

One intermediate step would be "time" letters of credit, confirmed by the American bank which accepts drafts drawn on it by the American supplier, and then defers payments for the number of months agreed upon. In this way the American supplier's payment is guaranteed, but the Philippine customer receives the benefit of deferred payment or credit terms as agreed.

Licensing and joint-ventures

Considerable opportunity to supply American equipment can result from extending licensing and joint-ventures desired by many Philippine businessmen interviewed by the Mission.

Where import duties, freight, competition or other factors make it impossible to export a product from the United States in quantity, but where a sufficient market for this product exists to make production in the Philippines practical and profitable, a royalty license or joint-venture may be attractive.

Where possible, a gradual approach to the extension of licenses is desirable. Exports of the finished product from the U.S., even if limited, may test the market and determine the demand and the competitive position.

This may be followed by bulk shipments for repackaging in the Philippines, or component parts for assembly there. Then partial manufacture or complete manufacture may be started under a license agreement.

Under the licensing agreement, American manufacturer supplies formulae, or drawings and specifications, and technical know-how. Use of the American trademark or merchandising techniques may be important, as well as quality control. Machinery may also be supplied.

Under a license agreement, payments normally will consist of royalties and fees. Machinery may be sold for cash or on deferred terms.

Under a joint-venture, the American party will be expected to contribute the know-how, and possibly also equipment and capital, in exchange for stock in the company or a share in future profits. At the present time, the American or the Philippine interest may have majority ownership or control.

The gradual process allows the American and Philippine partners to learn about the market, and about each other, with resultant greater assurance of compatibility and success in the joint-venture. Otherwise, careful advance surveys are advisable.

Despite preferential duties on American products, competition from Japanese, European and Australian equipment is becoming increasingly evident in the Philippines. Thus, substantially lower prices for Japanese equipment that may be inferior in quality but adequate, attract the buyer. Easy credit terms may be offered, with equipment available for 10% down, 5% more upon shipment, and the balance over 5 years. It should be re-emphasized that similar terms are now available from the United States suppliers. Japanese suppliers are also able to offer long-term credit under the Reparations Agreement with the Philippines.

Competition

Large Japanese trading companies make complete offers for the supply of equipment for a plant, mine or logging operation, with long-term financing, and may offer to market or purchase some of the material produced in payment. It was reported that large Japanese trading companies and some German firms were able to make offers for large financial transactions with advance assurance of approval or rediscount by their respective private banks or government institutions, in contrast to long delays and frustration experienced in dealing with American suppliers who must get approval or a prompt decision from the U.S. credit institutions. New procedures under which American banks, willing to assume part of the financing themselves, can obtain promptly automatic participation by the Export-Import Bank, are often not well known or understood.

American advantages

American producers of industrial equipment possess many advantages, however, in the Philippine market.

American equipment was used exclusively or predominantly during the half-century of American government. Consequently, it is better known. American standards are used, and needed American spare parts promptly available. American trademarks are well established. The quality and uniformity of American products is recognized and appreciated.

With reasonably competitive prices, quality, terms and delivery, Philippine buyers prefer to deal with Americans. There is personal pro-American feeling. English is the common language, in which catalogues and instructions are easily read.

Opportunity

The present business climate, based on decontrol and the free market, gives both American and Philippine industrialists and equipment dealers an unusual opportunity to establish new and mutually profitable relationships. They may take the form of agencies or distributorships which were difficult to consummate previously when controls limited imports largely to previously established lines.

Or they may be for purchases of equipment needed to expand old industries, or equip new ones. License arrangements and joint ventures make additional opportunities to supply American equipment.

There is need for prompt action to take advantage of this opportunity before other countries do so, and to capitalize on the interest stimulated by the Trade Mission in group meetings and individual interviews.

Prompt correspondence

Many Philippine businessmen are replying to the 425 Business Proposals carried by the Mission from American manufacturers. Many other Philippine trade opportunities brought back by the Mission are being published and transmitted to American manufacturers.

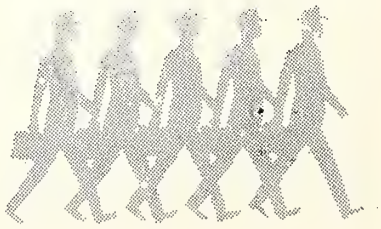
In addition to this direct correspondence, up-to-date lists of machinery importers and agents are available from the Department of Commerce, to whom offers can be made. World Trade Directory Reports available for individual firms, are obtainable from the Commercial Intelligence Division of the Department of Commerce.

Personal visits

Following preliminary correspondence, personal visits by the American manufacturer, export manager or exporter are of inestimable value in selecting and concluding arrangements. The importance of such personal visits cannot be overemphasized.

In addition, success will depend in large measure on close direct contact or the selection of competent, well versed and aggressive local exclusive representatives and distributors of industrial equipment.

Effective action now will result not only in retaining present business, but in the future expansion of American exports of industrial equipment to the Philippines.

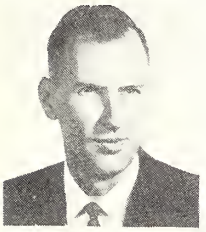


Growing market for good used machinery of all types exists in Philippines; U.S. favored

War surplus supply 'drying up'; buyers turning to U.S. firms with reputation for supporting warranties; Mission warns new nation is not a dumping ground for 'junk'.

By JOHN R. LONG, JR.
President, Fargo International Corp.

High costs are forcing the Filipino businessman to look for ways to increase the efficiency of his present operation and to set up plants to manufacture products long imported. How does he go about this? Quite often he will purchase equipment that is reconditioned or rebuilt machinery.



John R. Long, Jr.

The Filipino businessman has come to the conclusion that U. S. machinery which has been rebuilt will, in many instances, serve his purpose. Even second-hand machinery from the U. S. is recognized as superior to much of the new equipment from competing industrial nations offered on today's market.

Opportunities for increased sales of United States reconditioned machinery lie in the following areas:

Textiles

Manufacturers from other countries have supplied much of the equipment used in the mills in operation today. The Filipino, even though he has traditionally preferred U. S. equipment, bought these mills in Japan or Europe because the price was much lower and credit terms were better. Now, after the first few years of operation, these mills are beginning to require more repairs and are more expensive to operate than they should be at this early date.

During meetings and private discussions, the Mission found that mill operators have become disillusioned with their "bargains" and are shopping around for American equipment—even though it might be reconditioned. There are many idle textile mills in the United States today. These are the mills—if reconditioned properly—which are needed and can be sold in the Philippines.

Power plants

If industrial plants are to be constructed in the provinces cheap electrical power will be required for this expansion. Several sectors of provincial industry have expressed a desire to purchase power plants from the United States if terms can be arranged. Other alternatives are direct investment in, or a joint-venture establishment of power facilities. The sale of guaranteed rebuilt diesel power plants is another possibility. Since capital is scarce for private enterprises—credit terms are one of the most important factors in the sale of this type of equipment.

Earthmoving and logging machinery

Great quantities of earth moving and logging machinery have been available since the war at a fraction of the original cost. Two things are occurring, however, which favor the sale of good reconditioned machinery from present U. S. stocks. First, the source of surplus equipment is rapidly 'drying-up' and second, this equipment has been sold 'overhauled with a paint brush' by unscrupulous dealers so much—that buyers no longer have confidence in these 'bargains'. As a supplier of heavy equipment the United States has little competition but the tight money situation forces buyers to consider purchasing reconditioned heavy equipment. The rapid expansion in the logging, mining and contracting industries creates a rapidly increasing market for reconditioned machinery—if the following conditions are met:

- Offer only expertly reconditioned or rebuilt equipment.
- Extend adequate guarantees as to performance and workmanship.
- Put more effort into arranging financing terms on a better than letter of credit basis to qualified purchasers.
- 4. Take care of all warranties immediately.

Machine tools

One of the greatest needs of the Philippines, especially in the provinces, is for adequate machine shop facilities for repair and maintenance machinery. There is a need for more machine tools, and increasing demand for production machine tools and foundry equipment. At present, most of the skilled foundry men and metallurgists are found in the Manila area, but a growing number of machine shops, located in the provinces around the sugar growing areas, are planning foundry facilities. Many are in need of a source of U. S. 'know-how' to produce better castings. This writer interviewed individuals and companies desiring to purchase an aggregate total of more than $3 million in used or reconditioned machine tools and foundry equipment.

Miscellaneous manufacturing

In contacts with many Filipino firms —we found that there is a growing interest in purchasing good, guaranteed, reconditioned plants and machinery. The reason for interest in American plants are:

- Savings up to 60% of the original purchase price can be made.
- Package manufacturing plants which have become too inefficient to keep pace with the competition in the American market—are still suited to the demands of young industry in the Philippines.
- Even though it might be second-hand equipment—the Filipino knows that there will be a greater degree of reliability and less 'down time' with American equipment in

About the author

Mr. Long has been in the reconditioned equipment business for over 10 years. Filling the particular needs of individual plants in a foreign country has been his major specialty. His knowledge of specific types of machines covers a wide range of industrial uses for manufacturing purposes, for construction, mining, drilling, metal fabricating and on the farm.

comparison with the new, ultra-modern plants sold by our competition.

Among the many different plants for which interest was shown were plants for manufacturing brake lining, spun concrete pipe, hot water heaters, paper, kraft type, multiwalled bags, clay drain pipe, matches, aircraft (light utility), coils for bedding and furniture, vinyl floor tile, gang nails, wood shingles, laminated wood beams, instant coffee, salt by evaporative process, candy, shoes (ladies and children), firearms and ammunition, starch from casava, cloth bags, bolts, screws, veneer and plywood, automotive spare parts. Food processing and canning plants elicited much interest.

Marine equipment, vessels

One of the greatest needs in the Philippines is better inter-island transport. The growing fishing industry could consume a large number of fishing vessels each year for the next few years. Opportunities for selling good used cargo vessels, barges, tugs, barge cranes, engines, and sonar gear for locating fish are here. The U. S. has millions of dollars worth of this equipment lying around with no market, but if our businessmen don't come over to sell their merchandise, the Filipino will continue to buy his marine needs from the Japanese and from Europe. At least, salesmen from these countries come around—our people don't.

Agricultural equipment

Much of the farming is done without modern machinery. Forward thinking farmers are looking to the day when an abundant supply of inexpensive labor to do this work will not be available. Many of these people were interviewed and have expressed a willingness to purchase rebuilt farm machinery. The Filipino will buy only from reputable dealers who are capable of completely remanufacturing farm equipment and who are willing to extend normal performance guarantees.

No dumping ground

Now don't entertain the idea that the Philippines is a dumping ground for used equipment from the United States. It is not! There is a market for good reconditioned equipment, but not for junk!

For years, United States exporters have operated on a Letter of Credit basis with the Philippines. It is time to make an honest effort to work out ways of extending credit facilities to firms who merit it. Instead of automatically ending your quotations with "Terms: Confirmed Irrevocable Letter of credit," take the time to investigate the financial standing of the Filipino customer. You might be surprised to find that his credit and financial rating are better than your own.

SUMMARY

Forward in the Philippines

By WILLIAM H. FLOOD
Department of Commerce

Free enterprise is now moving dramatically forward in the Philippines, and the U.S. Trade Mission was well-timed, arriving nine months after "decontrol" had been put into effect. The stimulus of "decontrol"—"having the freedom to buy and pay for foreign goods"—has set in motion forces which should tend to increase the total demand for both domestic manufactured goods and foreign products. Both are needed to fulfill the industrialization requirements of President Macapagal's 5-year socio-economic plan which also calls for corresponding increases in domestic and foreign investment.

American exporters of equipment and supplies face strong competition from Japan, Australia, and Europe on values, prices, and terms. More aggressive selling is needed, utilizing the short and medium term credit now provided by new United States credit insurance and financing facilities.

There is an opportunity for a wide range of American manufacturers, not presently represented in the Philippines, to profitably assist the efforts of agriculture and industry to diversify. These diversification efforts are building up a major market in the Philippines. With the expansion of employment and earnings as well as the high rate (estimates range from 3.2% to 3.8%) of population growth, consumer demand should increase (within limits, as decontrol has made imports more expensive) for imports of selected consumer goods into the Philippines. The demand for imported products will change and grow as the Philippine economy expands.

Aside from the Government's policies which directly encourage a more rapid industrialization, there are other incentives for domestic manufacture of previous imports. The dollar costs of imports have risen substantially as a result of the devaluation of the peso, and tariffs on a number of imports have further added to the cost of imported goods. A large and growing market for producers' and consumers' goods has been created by the process of industrialization itself. The switch from imports to domestic products has given further momentum to tariff increases. However, the Philippines are not producers of capital equipment, technical services and a large variety of other goods which are needed directly to promote industrial growth, or are desired as a result of higher incomes and employment. Thus, the industrialization

program provides extensive opportunities for the sales of American goods.

Unique advantage

American manufacturers have been serving the Philippines with equipment and supplies for the past half-century. The quality of values of American brands are well known and appreciated. The pro-Philippine feeling of the American people is reciprocated by the Filipinos, and Philippine buyers are accustomed to dealing with Americans, and communicating in English.

American exporters and manufacturers should consider becoming investors in the Philippines, or at least cooperate with American (and Filipino) investors, in order to share in the business to be developed in putting the resources of the Philippines to work under the 5-year socio-economic plan. The Filipino business community showed active interest in the joint-venture business proposals from American manufacturers. They offered in return many of their own joint-venture proposals to be presented on return of the Mission to the United States. They indicated a prevailing rate of return that should attract the interest of American manufacturers.

The Mission found a desire for participating American investment both in money and in technical and managerial assistance on a license or joint-venture basis. In numerous instances, market and feasibility studies will be needed by both parties in order to soundly appraise the true potential of the proposal.

Special incentives

Special incentives (not yet fully implemented) are provided by the Government for encouraging the establishment of enterprises in 19 industry groups specified in the "Basic Industries Act." In the main, these incentives are exemptions from duties for necessary machinery and equipment.

Many American investors, appraising the prospective business and political climate in the Philippines, have emphasized the dynamic effect of "decontrol," the history of a high degree of political stability, and the growing number of Filipino men and women possessing capable managerial talent.

Experienced Filipino and American businessmen are aware of certain problems which are expected to arise with the termination of the Laurel-Langley Agreement in 1974. This prospect poses a wide range of uncertainties in such areas as ownership, control, employment of American technicians, tariffs, taxation, repatriation of earnings and capital, and other factors important in making an investment or joint-venture decision.

However, on the basis of the historic and mutually profitable relationships and the good faith that has always prevailed between Filipinos and Americans, the consensus of the Mission members is that existing uncertainties are largely transitional. It has therefore been the Mission's general conclusion "that few countries in the world now offer American businessmen more attractive opportunities for long-term investment."

Mineral resources

American business can be effective in developing the extensive mineral resources of the Philippines. President Macapagal is encouraging and calling on the mineral industry to increase substantially its contribution to the Philippine economy. The machinery and services required to expand mining, steel and chemicals is estimated at $800-$1,000 million during the period 1963-1967.

Joint-ventures in mining are eagerly sought by Filipino industrial groups to obtain additional capital and technical management. Proposals were received by the Mission for mining gold, chromite, copper, iron, nickel, manganese, phosphates, limestone and sulphur. Some properties are ready for development but many projects lack even primary investigation. The Philippines is relatively unexplored for many minerals.

The mining and mineral potential in the Philippines is significant in size and worthy of attention by American business and investors. But immediate possibilities appear to be in iron ore, copper, lime and cement, ceramics and glass, and pyrite and sulphur.

Development of a modern coal industry has high priority and may be one of the best opportunities in the Philippines for participation, investment, and supply of equipment by United States companies. The stepped-up requirements for energy to achieve greater industrialization, availability of new processes to upgrade and utilize poorer quality coals, and possible savings in foreign exchange create a new urgency for exploring the possibilities of early development and utilization of coal resources.

The United States chemical industry and the suppliers of chemical equipment, services and raw materials can and should fight vigorously for their place in the Philippine chemical industry. The latter is being rapidly expanded to catch up with demands of an agricultural economy which has always imported its chemical needs; and the industry must prepare to meet the expanding needs of heavy industry.

Mission impressed

The Mission held interviews and consultations with businessmen having a broad range of managerial experience and financial capacity. It was impressed by the competence and ability of many Filipino entrepreneurs.

Genuine warmth and friendliness were afforded the Mission during its stay in Manila and while on tour of the provinces. Filipino hospitality was overwhelming wherever we went. These social and business meetings served to facilitate closer personal acquaintance for the individual interviews and plant visits that followed.

A high degree of interest in the business proposals carried by the Mission was evidenced in the provinces. This was attributed to the growing number of young capable entrepreneurs, the strong desire for diversification and development to provide new jobs and profits for a rapidly growing population, and the wealth of resources in the provinces awaiting development.

Support and active interest in furthering the work of the Mission in every way possible was accorded by national, provincial and city officials. During our audience with President Macapagal, he expressed personal interest and confidence in the success of the Mission in improving two-way trade and developing joint-ventures. Also, as our host at a luncheon given for us to meet Filipino business leaders, Secretary of Commerce and Industry, Rufino G. Hechanova, cited the present political and business climate as favorable for growth and success of new joint-ventures with American business. Undersecretary of Commerce Medina Lacson De Leon and NACIDA Administrator Jovito A. Rivera made special efforts to facilitate our meetings with numerous trade associations and other business groups.

In Davao, Cebu, Bacolod, Iloilo and Iligan, the governors and mayors showed a special interest in seeing that we had complete information about each province and city as a basis for discussions with their businessmen. Also, they participated in many of our business meetings thus reflecting their genuine interest in contributing to the success of the Mission.

Representatives of the press, radio and television attended many of the general conferences and business meetings and their reporting about the American business proposals assisted greatly in creating the broad response from businessmen for interviews with members of the Mission.

TRADE OPPORTUNITIES

The following export, agency, and import opportunities represent leads developed by the Mission.

A star (★) indicates that additional information is available on a loan basis from the International Activities Staff, Attention Mr. E. Craig Wilton, Business and Defense Services Administration, U.S. Department of Commerce, Washington 25, D.C. NCIA following indicates no commercial information available. If copies of the interview report from which these opportunities were developed are desired, please indicate I.R. number in request.

WTD indicates that a World Trade Directory report is available on the firm for which the trade opportunity is listed. These reports, indicating type of organization, sales territory, size of business, sales volume, trade and financial reputation, and other factors, are available for $1 each from the Commercial Intelligence Division, BIC, U.S. Department of Commerce, Washington 25, D.C.

EXPORTS AND AGENCY

011 Field Crop Farms

Tobacco, native and Virginia; Philman Products, Inc., Marulas, Valenzuela, Bulacan. I.R.-568.

013 Livestock Farms

Poultry breeding stock (agency only); Sunnydale Poultry Farms, 161 Luna Mencias, San Juan, Rizal. NCIA. I.R.-665.

019 Commercial Farms

Seeds for Fruits and vegetables (distributorship); Bacolod Real Estate Development Corporation, Bacolod City. I.R.-72.

Soy beans, Illinois No. 2 for seed purposes, 1/2 ton (prices FOB point of supply or CIF Cebu City); Mr. Margarito Ortega, Corner Magallanes-Panganiban Streets, Cebu City. NCIA. I.R.-104.

072 Animal Husbandry Services

Rancher seeks technical know-how in dairy farming and cattle ranching; Mr. Cesar Peralta, P. O. Box 68, Bacolod City. I.R.-155.

170 Construction--Building Materials

General building materials of all types (agency only); Salustiano S. Mahusay, 63 B. Don Pedro Cui Street, Cebu City. NCIA. I.R.-60.

179 Special Trade Contractors

Rice and corn miller requires storage facilities for rice and corn in Davao and Catabato, aggregating about 25,000 tons. Estimated cost 1 million dollars (wants purchase on deferred payment basis and also partial equity--$50 thousand down); Surico, P. O. Box 11, Davao City. NCIA. I.R.-24.

195 Small Arms

Shotguns (12 gauge, preferably automatic), Rifles (22 cal.), Pistols (22 cal.), Revolvers (22, 32, 38 cal.); Philippine Index Import Corporation, 1040 Ilaya, Tondo, Manila. NCIA. I.R.-456.

196 Small Arms Ammunition

Ammunition and accessories for 12 gauge shotguns, 22 automatics, 22 rifles, 22, 32, 38 cal. revolvers; Philippine Index Import Corporation, 1040 Ilaya, Tondo, Manila. NCIA. I.R.-456.

201 Meat Products

Baby chicks (distribution); A & P Enterprises, Liloan, Cebu. NCIA. I.R.-116.

203 Canning and Preserving Fruits, Vegetables, and Sea Foods

Coconut products, preserves and fruit extracts; Philman Products, Inc., Marulas, Valenzuela, Bulacan. I.R.-568.

General canned goods products (agency only); Sy Chi Siong & Co., 393 Banraca Street, Manila. I.R.-636.

Canned goods and powdered milk (in bags); Young's Trading, 629-631 Elcano, Manila. I.R.-471.

204 Grain Mill Products

Animal feed supplements (agency); Macondray & Company, Inc., 9th Floor, Makati Building, 127 Ayala Avenue, Makati, Rizal. WTD 2/26/62. I.R.-473.

Animal feed additives; Warner, Barnes & Company, Ltd., Hongkong Bank Building, Juan Luna Street, Manila. WTD 7/20/59. I.R.-475.

Poultry feed wholesaler wants U.S. feeds (has storage problem since Manila-made feeds spoil after 30-60 days of storage); Edsons Poultry & Farm Supply, 254 Uydnguren Street, Davao City. NCIA. I.R.-158.

Feeds for use in fish farms (direct purchase and agency); Dr. Antonio A. Lizares Co., Inc., Lupit & High School Subdivision, Bacolod City. I.R.-70.

Feed supplements and concentrates; Antonio Floirendo, P. O. Box 45, Davao City. I.R.-377.

Feed additives; Sarmiento Enterprises, Inc., Rm. 5 Metropolitan Theatre Building, Plaza Lawton, Manila. WTD 1961. I.R.-266.

209 Edible Oils

Castor bean oil, soy bean oil; Philman Products, Inc., Marulas, Valenzuela, Bulacan. I.R.-568.

223 Broad Woven Fabric Mills, Wool: Including Dyeing and Finishing

Woolen goods for use in the manufacture of wool sweaters; Trans World Trading Company, 453 Plaza del Conde, Manila. WTD 8/10/62. I.R.-303.

224 Narrow Fabrics and Other Smallwares Mills: Cotton, Wool, Silk, and Man-Made Fiber

Cotton yarns for weaving into cloth-white and dyed by kilo; Panay Cottage Industries, 183 Molo Street, Iloilo City. NCIA. I.R.-99.

226 Dyeing and Finishing Textiles, Except Wool Fabrics and Knit Goods

Cloth remnants (agency only); Washington Tailors, 526 Iznact Street, Plazoktu Gay. NCIA. I.R.-100.

229 Textile Goods

Remnants; cotton prints, 1/4 yard up; suitings, 1/4 yard to 5 yards, rayon, mixtures of synthetic and cotton; Feres Textile Emporium, 992 Ilaya, Manila. I.R.-593.

Cotton remnants (direct purchase); Gumban Corn Mill, 422 E. Lopez Street, Jaro, Iloilo City. I.R.-132.

Remnants, 3 yards or more for manufacture of bed sheets and pillow cases; Sonia M. Bintig, 716 Banal, Tondo, Manila. NCIA. I.R.-554.

233 Women's, Misses', and Juniors' Outerwear

Clothing wholesaler interested in second-hand dresses; Botica Cabrera, 714 Martin Street, Davao City. WTD-1960. I.R.-152.

243 Millwork, Veneer, Plywood, and Prefabricated Structural Wood Products

Prefab wooden homes (direct purchase or agency); Bacolod Real Estate Development Corporation, Bacolod City. I.R.-72.

261 Pulp Mills

Paper pulp (representative or indentor); Macondray & Company, Inc., 9th Floor, Makati Building, 127 Ayala Avenue, Makati, Rizal. WTD 2/26/62. I.R.-473.

264 Converted Paper and Paperboard Products Except Containers and Boxes

Wall paper (exclusive agent); Pacific Marketing, CNS Building, Colon Street, Cebu City. NCIA, I.R.-293.

265 Paperboard Containers and Boxes

Lime and Phosphate wholesaler needs plastic lined kraft bags to use in shipment of lime and phosphates; Twelve Stars Mining Corporation, Milagros Building, Bacolod City. NCIA. I.R.-101.

272 Periodicals: Publishing, Publishing and Printing

Popular magazines (distribution), also purchase close-out publications of all types; Manor News Corporation, Box 1365, Manila. NCIA. I.R.-437.

Magazines, distribution rights; Continental Publisher, 857 Raon, Manila. I.R.-531.

Interested in acting as distributor for magazine publisher; McMarion Journal Circulation Service, P. O. Box 2752, Manila. NCIA. I.R.-53.

273 Books

Magazine, periodicals and films (distribution rights); Oriente Theatre Co., c/o Oriente Theatre, Cebu City. I.R.-281.

281 Industrial and Organic Chemicals

Chemicals such as nitric acid, potassium chlorate, sulfur, muriatic acid, and general drug items (direct purchase); Farmacia Mirasol, Iloilo City. NCIA. I.R.-63.

General line of chemicals (agency only); Mediprom Consolidated Industries, Inc., R-218 Samanillo Building, Escolta, Manila. I.R.-596.

Industrial chemicals for paint and pharmaceuticals; Fil-Occidental Commercial, 1140 Soler Street, Manila. I.R.-470.

Industrial gases, principally fire-fighting; Pacific Oxygen & Acetylene Company, 30 Rizal Avenue Ext., Malabon, Rizal. WTD 7/31/62. I.R.-477.

282 Plastics Materials and Synthetic Rubber, Synthetic and Other Man-Made Fibers, Except Glass

Plastic material or resin for use in production of fiberglass and signs (direct purchase, agency or license); Philippines Fiberglas Corporation, 89 Riverside, San Juan, Rizal. I.R.-86.

Poly Vinyl chloride scrap without textile backings; Brierfield Incorporated, Barzio Kangkong, Balintawak, Quezon City. I.R.-595.

283 Drugs

Manufacturer of pharmaceuticals wishes to purchase ethical pharmaceuticals to complement others they now manufacture; A. R. Drug Store, Colon Street, Cebu. NCIA. I.R.-110.

Drug store chain interested in line of general drug products (direct purchase); Farmacia Mirasol, Iloilo City. NCIA. I.R.-63.

Importer and distributor of heavy chemicals for textile, paint and paper industries seeks additional chemical lines in veterinary pharmaceuticals and sodium sulfate; Trans-Oceanic Merchandising Company, Room A, Alliance Building, 410 Rosario Street, Manila. NCIA. I.R.-37.

General pharmaceuticals (agency only); Mediprom Consolidated Industries, Inc., R-218 Samanillo Building, Escolta, Manila. I.R.-596.

Biological supplies and other related items (agency only); Mr. A. M. Cohen, 1025 San Marcelino Street, Manila. I.R.-582.

Pharmaceutical specialties, ethical or household remedies (agency or distribution); Furtzman & Company, 451 William Li Yao Building, Rizal Avenue, Manila. NCIA. I.R.-660.

Veterinary supplies (agency only); Macondray & Company, Inc., 9th Floor, Makati Building, 127 Ayala Avenue, Makati, Rizal. WTD 2/26/62. I.R.-473.

Additional drug lines wanted by pharmaceutical manufacturer-importer; Oceanic Commercial, Inc., 2155 Pasong Tamo, Makati, Rizal. I.R.-484.

Analgesics and anti-pyretics; anti-histamine drugs; gastric-antacids and digestants; chemotherapeutic agents (preparative), anti-biotics, germicides, sulfonamides; Hormones; blood-forming drugs; vitamins; Philippine Index Import Corporation, 1040 Ilaya, Tondo, Manila. NCIA. I.R.-456.

Complete equipment for the manufacture of poultry and livestock vaccine; Paulin Farms & Hatchery, 79 Magallanes Street, Cebu City. I.R.-273.

Drugs pharmaceuticals and affiliated chemical lines; Farmacia Socotto, J. M. Basa Street, Iloilo City. I.R.-272.

284 Soap, Detergents and Cleaning Preparations, Perfumes, Cosmetics, and Other Toilet Preparations

Pharmaceutical manufacturer interested in cosmetic material for local manufacture of finished product; A. R. Drug Store, Colon Street, Cebu. NCIA. I.R.-110.

Cosmetic and beauty aids; Phils. Gum Gopal Dev., 1768 Simoun, Sampaloc, Manila. I.R.-614.

Cosmetic and associated supplies in bulk for packaging in Philippines; Polly's Beauty Supply, 833 Quezon Blvd., Manila. I.R.-661.

Toiletries; Philippine Index Import Corporation, 1040 Ilaya, Tondo, Manila. NCIA. I.R.-456.

Cosmetics, semi-finished to be packaged locally; Music Corporation, 731 Aurora Boulevard, Quezon City. I.R.-430.

Line of cosmetics wanted by pharmaceutical manufacturer-importer; Oceanic Commercial, Inc., 2155 Pasong Tamo, Makati, Rizal. I.R.-484.

Cosmetic supplies and raw materials; Warner, Barnes & Company, Ltd., Hongkong Bank Building, Juan Luna Street, Manila. WTD 7/20/59. I.R.-475.

286 Gum and Wood Chemicals

Chemical Wood preservatives (direct purchase); Bacolod Real Estate Development Corporation, Bacolod City. I.R.-72.

287 Agricultural Chemicals

Agricultural insecticides; Emphasis Enterprises, Mabolo, Cebu City. NCIA. I.R.-141.

Insecticides, deodorants and germicides; Hap Seng Construction Supply, 170 Echague, Manila. NCIA. I.R.-305.

Agricultural chemicals (distributor); United Termite Control & Wood Preserving, Rm. 334 William Li Yao Building, Rizal Avenue, Manila. I.R.-622.

Chemical fertilizers; Macondray & Company, Inc., 9th Floor, Makati Building, 127 Ayala Avenue, Makati, Rizal. WTD 2/26/62. I.R.-473.

289 Chemical Products

Insecticide paints and flykillers; Hee Acusar, 11 Legaspi Street, Cebu City. I.R.-128.

291 Petroleum Refining

Essential oils; Fil-Occidental Commercial, 1140 Soler Street, Manila. I.R.-470.

301 Tires and Inner Tubes

Tires and inner tubes (direct purchase); Super Vulcanizing Service, 2091 Esguerra Ext., Sta. Ana, Manila. I.R.-301.

313 Boot and Shoe Cut Stock and Findings

Shoe manufacturer seeks leather and American-made logging boots; Coing's Shoes & Leather Products, San Pedro Corner P. Reyes, Davao City. I.R.-157.

314 Footwear, Except Rubber

Wholesaler of men, women and boys' shoes seeks low price line (direct purchase); Ravas General Store, Cartimar Market, Pasay City, Manila. NCIA I.R.-41.

Quality men's shoes; Philippine Index Import Corporation, 1040 Ilaya, Tondo, Manila. NCIA. I.R.-456.

327 Concrete, Gypsum, and Plaster Products

Concrete building materials; Bacolod Real Estate Development Corporation, Bacolod City. I.R.-72.

329 Abrasive, Asbestos, and Miscellaneous Nonmetallic Minteral Products

Brake lining in sheets to be cut into proper strips in Manila (direct purchase); Cecilio Tagle, 415 Juan Luna Street, Manila. NCIA. I.R.-44.

331 Steel Mill Products

Machinery and equipment for the manufacture of 3/8" to 4" galvanized pipe; Avegon, Inc., 2090 Invernes Street, Sta. Ana, Manila. WTD November, 1960. I.R.-94.

334 Secondary Smelting and Refining of Nonfrerous Metals and Alloys

Silicon steel for fluorescent light ballasts (4 watts loss per kilo, 1 millimeter thick, in sheets 4 by 8 feet); Radio Electronic Headquarters Inc. "REHCO", 173 P. Gomez, P. O. Box 1400, San Juan, Rizal. WTD February 19, 1962. I.R.-508.

335 Rolling, Drawing and Extruding of Nonferrous Metals

Heavy gauge aluminum foil for stamping into disposable trays; Acosta Food Products, Inc., 311 Newton, Buendia, Makati, Rizal. I.R.-375.

339 Primary Metal Industries

Metallic fabrics; Pacific Marketing, CNS Building, Colon Street, Cebu City. NCIA. I.R.-293.

342 Cutlery, Hand Tools, and General Hardware

All types of hardware items; Young's Trading, 629-631 Elcano, Manila. I.R.-471.

Hardware wholesaler seeks complete hardware line--door lock sets, drawers, cabinets, dead locks, hinges and building hardware (exclusive distribution rights required); Aboitiz Marketing Corporation, P. O. Box 321, Cebu City. I.R.-109.

Home furnishing retailer wants aluminum wares, kitchen wares and other home furnishings; United Merchants Corporation, 307-9 Magallanes Street, Cebu City. I.R.-143.

Fire extinguishers and hand tools; Hap Seng Construction Supply, 170 Echague, Manila. NCIA. I.R.-305.

Building material distributor seeks items in general construction material and building hardware lines; Columbian Rope Co. of the Philippines, Inc., Smith Bell Bldg., Morga Street, Cebu City. NCIA. I.R.-140.

344 Fabricated Structural Metal Products

Oxy-acetylene equipment (agency only); Inter-Island Gas Service, Inc., Shaw Blvd., Mandaluyong, Rizal. I.R.-611.

Grease fittings for autos and machinery; lathe tool holders; Overseas Hardware Company, 1308 Azcarraga Street, Manila. I.R.-598.

Wind mills (distributor); Javellana Shipping & Trading, 2427-A.T. Earnshaw, Tondo, Manila. I.R.-559.

348 Fabricated Wire Products

New, surplus wire rope--6 X 19--right lay-steel center 1 1/8"--1"--7/8"--3/4"--5/8"--3/8"; Inter Island Development, Inc., 1260 Claro M. Recto Avenue, Manila. I.R.-565.

351 Engines and Turbines

Diesel marine engines, slow speed, reconditioned, 300 H.P.; Javellana Shipping & Trading, 2427-A T. Earnshaw, Tondo, Manila. I.R.-559.

352 Farm Machinery and Equipment

Irregation equipment for 450 acre sugar plantation (direct purchase); Eusebio, Inc., San Carlos City, Negros Oriental. NCIA. I.R.-19.

Milking machinery and pasteurizing equipment for both cows and goats' milk; Mindanao Colleges, Davao City. I.R.-97.

Sugar cane producer needs agricultural tractors and other equipment for use in cane fields; VMC Sugarcane Planters Coop. Assn. Inc., P. O. Box 171, Bacolod City. NCIA. I.R.-138.

Portable agricultural processing equipment; Magallano Rice and Corn Enterprise, 4-F Int. 12 Magallano Street, or Box 131, Davao City. I.R.-279.

Sugar cane harvesters; Nat'l Federation of Sugar Cane Planters, Bacolod City. I.R.-451.

Irrigation sprinklers; Shamrock Well Drilling Enterprises, Inc., 435 Juan Luna, Manila. WTD 8/58. I.R.-442.

Power sprayers for insecticides and agricultural chemicals (distributor); United Termite Control & Wood Preserving, Rm. 334 William Li Yao Building, Rizal Avenue, Manila. I.R.-622.

353 Construction, Mining, and Materials Handling Machinery and Equipment

Quarrying equipment for use in marble quarry (direct purchase); Mr. Steve Tajanlangit, 150 Hechanova Street, La Paz, Iloilo City. NCIA. I.R.-64.

Foundation drilling equipment; Shamrock Well Drilling Enterprises, Inc., 435 Juan Luna, Manila. WTD 8/58. I.R.-442.

Mining equipment (agency only); Macondray & Company, Inc., 9th Floor, Makati Building, 127 Ayala Avenue, Makati, Rizal. WTD 2/26/62. I.R.-473.

Heavy construction, logging and mining machinery and equipment, used (direct purchase and agency); Bormaheco, Incorporated (Border Machy. & Heavy Equipment Co., Inc.,), 245 Buendia Avenue, Makati, Rizal. WTD 12/29/60. I.R.-448.

Construction machinery (agency only); Mr. Roy Loyola, P. O. Box 577, Iloilo City. NCIA. I.R.-66.

Road building equipment; VMC Sugarcane Planters Coop. Assn. Inc., P. O. Box 171, Bacolod City. NCIA. I.R.-138.

Contractor wants 4 or 5 cranes (crawler) 1 1/2 to 2 yards capacity (6 hooks only with cat engines--reconditioned Lorain, Marion or Northwest); Montelibano Construction Co., 502 San Luis Terraces, San Luis, Ermita, Manila. NCIA. I.R.-118.

Logger wants 1 McDonough (or equivalent) 9 feet heavy duty band mill (used in A-1 condition; all equipment necessary for above mill for 30,000 board feet per 8 hour production; 3 caterpillar D-8's equipped with triple drum logging winches--used in A-1 condition, not over 6 years old; 4 caterpillar D-7's equipped with Hyd. Dozer and single drum rear mounted Hysters--used A-1 condition; Mindanao Deep Development Co., Inc., 820 Rosario Building, P. O. Box 1069, 411 Rosario, Manila. NCIA. I.R.-119.

Light and heavy construction machinery; Luzon Diesel Supply, 651 Evangelista, Manila. NCIA. I.R.-398.

Heavy trucks and tractors for use in logging operations (International Harvester ID-25, ID-20, ID-18A or equivalent); Engineering & Machinery Corporation, P. O. Box 1485, Manila. WTD 4/21/61. I.R.-82.

Crawler tractor, 6 used, caterpillar D-7, D-8 or similar; motorgraders, 6 used, caterpillar 12 or equivalent; Heights Constructions, Inc., 75 Halcon Street, Quezon City. I.R.-605.

Floating crane, used 70-80 tons, prefers with barge; Delgado Brothers, Inc., Delgado Building, P. O. Box 242, Manila. I.R.-599.

Logger needs 4 dump trucks with 3-4 yard capacity (GMC--5 years maximum age); 4 D-7's--27 Hyster--single drum winch with hydraulic dozer; Davao Development & Industrial Co., Inc., 66 Pedro Street, Davao City. NCIA. I.R.-134.

Logger seeks logging and log transport equipment (20% down and 2 year terms); Valderama Lumber Mfrs. Co., Inc.-Valderama & Sons, Inc., 13 Juna Avenue, Davao City. NCIA. I.R.-289.

Construction and logging heavy equipment, used to be reconditioned in local shops; Eco Machinery, Inc., 1105 D. de los Santos Avenue, Quezon City. I.R.-558.

Caterpillar D-8's and D-9's with angle hydraulic dozers, triple drum logging winches and rippers, Kenworth logging tractors with 5th wheels; Rafael C. Aquino Trading Co., Inc., Rm. 612 R. Santos Building, Plaza Goite, Manila. NCIA. I.R.-563.★

2 cat D-7's and 1 D-1 with angle dozer and double drum Hyster winch; 4 logging winches, triple drum, with or without power; 3 Diamond T or Red trucks, 5 ton, without or with bed; Inter Island Development, Inc., 1260 Claro M. Recto Avenue, Manila. I.R.-565.

Heavy duty conveyor equipment for loading and unloading of bulk freight at dock facilities; Cebu Development Corporation, 3rd Floor Insular Life Building, Cebu City. I.R.-91.

Reconditioned yarders, loaders and other equipment for logging industry; Sarmiento Enterprises, Inc., 258 Uyanguren Street, Davao City. I.R.-271.

Road grader and D6 or D7 bulldozer (deferred payment basis); Reuben & Co., 258 Uyanguren Street, Davao City. I.R.-276.

Banking institution seeks logging equipment, especially heavy duty tractors (deferred payment); First Insular Bank of Cebu-Davao, 163 Ponciano Reyes Street, Davao City. NCIA. I.R.-296.

Contractor wants to purchase heavy construction equipment (reconditioned) on long terms; Darroca & Co., Inc., Corner Arroyo & Muelle Loney Streets, Iloilo City. I.R.-103.

Mining company wishes to purchase Rock Phosphate crusher to take 6"-8" feed, hammermill to reduce product to -100 mesh, with 30 h.p. motor drive; Guimbac Mining Association, University Club, Inc., Bacolod City. NCIA. I.R.-150.

Motor trucks and chain saws for use of logger; Sarmiento Enterprises Inc., 256 Uyanguren Street, Davao City. I.R.-125.

354 Metalworking Machinery and Equipment

Cylinder honing machine, Van Norma #200-8; cylinder grinder, inside, capacity to 16"; complete installation for rebuilding crawler tractor rollers by submerged arc-welding, (also include idlers and rails) turning device for maximum 2 rollers at a time; piston turning and grinding machine, capacity 2"-8"; line boring bar, stationart, (tobin-arp) capacity to cat D-8; pin fitting machine (tobin-arp); Ramos Machine Shop, Bacolod City, Negros. I.R.-285.

Electric drills 1/2" and larger (agency only); Solex Tool Company (Solex Corporation), 355 Barraca, Manila. WTD 8/14/49. I.R.-38.

Machinery for the manufacture of optical hinges and screws and Temple wire core; Acebedo Optical Co., Inc., 416 Estero Cegado, Acebedo Building, Manila. I.R.-601.

General machine tools, used A-1 condition; M.O. Ponce Shipyards, P. O. Box 207, Cebu. WTD 10/-17/62. I.R.-620.★

Machinery and dies for stamping aluminum trays for use in airline service; Acosta Food Products, Inc., 311 Newton, Buendia, Makati, Rizal. I.R.-375.

Machine shop wants catalogues and prices on rebuilt heavy metal working machinery such as lathes, milling machines, boring machines, presses, etc.; E. De Los Reyes, 41-43 P. Gullas Street Corner Balintawak, Cebu City. I.R.-105.

Plastic molds of all types (agency only); Trans World Trading Company, 453 Plaza del Conde, Manila. WTD 8/10/62. I.R.-303.

Feed making machinery for the manufacture of fish feeds for use in fish farms (direct purchase); Dr. Antonio A. Lizares Co., Inc., Lupit & High School Subdivision, Bacolod City. I.R.-70.

Chain saws, 60 inches and up (agency only); Solex Tool Corporation, 355 Barraca, Binondo, Manila. WTD 8/15/49. I.R.-39.

Netting machine for the manufacture of fish nets; ice making machine with 1 ton-day capacity; shark oil processing machinery with 1 ton-week capacity (direct purchase); P. Y. Arriola & Sons, Co., Sanciangko Street, Cebu City. NCIA. I.R.-31.

Machinery for the manufacture of venetian blinds (direct purchase); Bellaza Enterprises, 395 A Colon Street, Cebu City. NCIA. I.R.-25.

Plastic laminating machinery sought by office equipment supplier (direct purchase); Mr. Alfredo G. Tayo Sr., 117 Ledesma Street, Iloilo. NCIA. I.R.-69.

Rebuilt metal working equipment to produce flare brass fittings used for plumbing and air conditioning (direct purchase for cash); Servemasters Inc., 2151 Taft Avenue, Manila. NCIA. I.R.-15.

14" heavy duty lathe and universal milling machine, new or reconditioned, on deferred payment basis; Cebu United Marketing Co., 305 Manalili Street, Cebu City. NCIA. I.R.-29.

Machine shop, foundry and gen contracting company wants to purchase machine shop equipment; Strachan & Mac Murray, Ltd., 1. de la Rama Street, Iloilo City. NCIA. I.R.-102.★

Foundary seeks used A-1 equipment, specifically 1-steel extruder (Lombard or equivalent) 3" X 3" X 1/4" angles; 1-automatic screw machine (capacity 3/8" to 2 1/2" wood screws, 30,000 gross/8 hr. day, any one size); 1-press brake, 20' length to form purlings from 3/16" steel; 1-squaring shear-capacity 10' from 1/4" to 3/8" sheets; Rebar Buildings, Inc., P. O. Box 1692, 1515 Shaw Blvd., Mandaluyong, Rizal. NCIA. I.R.-438.

Machinery for the manufacture of bed and furniture coils wanted by furniture manufacturer; A. L. Climaco Industries, Inc., 240 Magallanes Street, Cebu City. I.R.-115.

Manufacturer and importer of boilers and general machinery wishes to purchase and act as agent for: machinery for the manufacture of corn and rice mills; rebuilt machine tools (agency only); used oxygen and acetylene cylinders; Uybengkee Co., 350 Juan Luna Street, Cebu. I.R.-135.

355 Special Industry Machinery, Except Metalworking Machinery

Cylindrical lens polishing machinery wanted by manufacturer of musical instruments and opticals; E. De Los Reyes, 41-43 P. Gullas Street Corner Balintawak, Cebu City. I.R.-105.

Manufacturer and rebuilder of machinery wants machinery for: extracting oil from corn germs; for production of oxygen and acetylene; woodworking machinery (agency only)-(new and used equipment); Uybengkee Co., 350 Juan Luna Street, Cebu. I.R.-135.

Machinery for; manufacture of instant coffee from green bean to final product; producing salt by evaporative process using coal as fuel; manufacture of candies from coffee and cacao; Selma Trading & Supply Co., 79-81 Sauciangko Street, Cebu City. NCIA. I.R.-139.

Complete machinery for packaging sugar, salt and other granulars for retail sale (needs medium term financing); Negros Veterans Association, 37 Lacson Street, Bacolod City. NCIA. I.R.-149.

Machinery for soap production and oil extraction to increase present production; La Prueba Soap & Oil Mill, 216 F. Gonzales Street, Cebu City. NCIA. I.R.-144.

Machinery for the manufacture of oxygen and acetylene (small to medium output); Montilla Motor Co. & Nat'l. Merchandising Corp., Bacolod City. I.R.-145.

Equipment for processing bat guano into fertilizer; J. T. Sian Construction, 70 M. Velez Street, Cebu. NCIA. I.R.-146.

Machinery to manufacture dead-burned dolomite (needs complete plant); Mr. Prospero V. Manuel, Rockgas Building, Carmelo Street, Cebu City. NCIA. I.R.-147.

Logger needs complete veneer/plywood plant machinery; Desiderio Dalisay Investment, Inc., Desidal Building, Davao City, I.R.-151.

Complete plant for processing 1,000 pigs per day; complete animal feed plant; Mr. Isagani R. Galang, No. 1 Justicia Street, Bacolod City. NCIA. I.R.-98.

Used match manufacturing machinery; Lim Kim So & Sons, P. O. Box 4, Cebu. NCIA. I.R.-114.

Canner wants 1 can sealer (size 211, 307 and 2) semi-automatic to handle minimum of 2,000 cans/day single size (used A-1 condition container can, canco or equivalent); 1 kettle, stainless steel--100 gallon capacity, 316 stainless steel for acidic conditions, complete with agitator--3/4 or full jacketed--steam heating coils (used A-1 condition); Lix Food Packing Corporation, Iloilo City. NCIA. I.R.-117.

Newspaper publisher seeks used A-1 condition printing press suitable for printing tabloid size newspaper with average run of 2,000 units of 4 pages; Negros Press Club, Capitol Subdivision, Bacolod City. I.R.-120.

One rebuilt linotype machine, model 31 (estimated cost $10,000), wanted by printer and publisher; Diolosa Publishing House, P. O. Box 157, Bonifacio Drive, Iloilo City. NCIA. I.R.-121.

Used machinery for sugar mill to produce 1,000 piculs (139,000 lbs.) of raw sugar per day from cane; Hee Acusar, 11 Legaspi Street, Cebu City. I.R.-120.

Machinery to extract fibre from cocoanut husks; F. Aronson- H. Villarica, Philam Life Building, Jones Avenue, Cebu. I.R.-106.

Rice miller wants machinery to make flour from dried beans and noodles from bean flour (drier bean; flour mill, small; noodle machine); Diancin Rice Mill, Dumangas, Iloilo. NCIA. I.R.-111.

Molds and vibrater for making concrete drain-pipe 4" to 24" std. length; all machinery necessary for producing clay drain pipes (smallest production possible); 4" to 24" diameter; Jose L. Espinos, Bacolod City, Cebu. I.R.-267.

Machinery for carbon dioxide production; Philippine Acetylene Co., Inc., 1155 Cristobal, Paco, Manila. WTD 54. I.R.-268.

Machine for boring and routing hand holes in box ends; band saw--single or double blade; planes for 2 or 4 side planning of 18" places; Santos Lumber Co., Inc., Cebu City. I.R.-506.

Machinery for the manufacture of corrogated boxes and containers such as chick boxes, egg trays, egg cartons and meat trays; Paulin Farms and Poultry, 79 Magallanes St., Cebu City. I.R.-273.★

Cane-cutting machine (direct purchase); Eusebio, Inc., San Carlos City, Negros Oriental. NCIA. I.R.-19.

Small canner wants small can closing machine for #211 cans (prefer hand operated but will accept motorized); U. & I. Store, 122 San Pedro Street, Davao City. NCIA. I.R.-124.

Shoe manufacturer wants reconditioned machinery as follows: Landis-MacKay Lock Stitching machine or equivalent; air press (12 units); Eads cementing machine or equivalent; French cord binding machine or equivalent; French folding machine or equivalent; Landis finishing machine or equivalent; tool lasting machine; side lasing machine; Jezstone Shoe Industries, P. O. Box 4, Cebu City. NCIA. I.R.-136.

Planter wants prices on packaged candy plant (complete) for hand dipping chocolate covering coconut, peanuts and cashews; Mr. Romeo Guanzon, 60 Libertad Street, Bacolod City, I.R.-153.

Machinery to manufacture plastic battery cases; also complete silk scream equipment; Pacific Marketing Company, CNS Building, Cebu City. NCIA. I.R.-142.

Chemical solvent process for extracting soy bean oil, complete plant new or used, with or without technical specialist (direct purchase or joint venture); Paulin Farms & Hatchery, 79 Magallanes Street, Cebu City. I.R.-18.

Printer seeks 24 X 32 offset printing press (Harris or equivalent); Atty. Jose B. Clavano, P.O. Box 54, Cebu City. NCIA. I.R.-78.

Complete canning plant for meat, fish and vegetables, 3,000 #2 cans/hour; G.A. Machineries, Incorporated, P. O. Box 3161, Manila. WTD 5/10/-61. I.R.-446.

Machinery for canning orange juice; Menzi & Company, Inc., 220 Buendia Avenue, Makati, Rizal. WTD 10/2/62. I.R.-491.

Woodworking machinery for the macnufacture of furniture; concrete block and pipe machinery; Lozano Enterprises, 288 Claveria Street, Davao City. NCIA. I.R.-401.

Fruit and fish canning machinery; The Fair, 265 Claveria Street, Davao City. NCIA. I.R.-403.

Bottle washing machine and pasturizing equipment, 1,000 to 2,000 of 11 or 12 ounce bottles of "tuba"; Arguelles & Company, 329-D Matienza St., Manila. I.R.-574.

Complete veneer plant; Agvid Construction Co., Inc., 1523 Milagros Street, Manila. I.R.-569.

Plywood veneer plant; Tinio Lumber Co., Inc., Rm. 402 Puyat Building, Manila. I.R.-669.

Machinery for the manufacture of chemicals from sugar molasses; American International Corporation, 2107 A. Mabini, Malate, Manila. I.R.-664.

Complete mill, used, A-1 condition, for producing 6 x 40, 2- x 16 x 31, 60 x 60 and 30 x 30 x 39, 64 x 56 and 16 x 12 x 36 1/2 cloth bags; American Pioneer Development Co., Inc., American Asia Enterprises, Inc., 444 10th Avenue, Grace Park, Caloocan City, I.R.-650.

Complete plant for the manufacture of spun concrete pipe from 6" through 72" diameter, 6' to 8' lengths; Philippine Tiles Corporation, Regina Building, Escolta, Manila. I.R.-640.

Machinery for manufacture and processing rags, burlaps, curtains, draperies, mats, matting, etc., from abaca; Fiber Enterprises of the Philippines, Inc., 52 M.H. del Pilar, San Francisco del Monte, Quezon City. I.R.-639.

Reconditioned veneer plant, capacity 3-4 million sq. feet/month; Jaro Company, Inc., 297 "A" Bonifacio St., Quezon City. I.R.-637.

Complete sawmill (used), (10-20T Board feet/day capacity) veneer and plywood plant (used), small capacity; SSS Lumber Co., Inc., 176 R. J. Fernandez, San Juna, Rizel. I.R.-635.

Juice extracting plant, mounted on boiler with integral power (storage capacity 100 gal; small juice canning plant; small plant to manufacture liquid starch from cassava; Santa Monica Enterprices, 2424 E. Zamora Street, Pasay City, Philippines. I.R.-627.

Concrete making machinery, preferably centrifugal type; Cebu Development Corporation, 3rd Floor Insular Life Building, Cebu City. I.R.-91.

Machine for filling encapsulating ballast with polyester (fluorescent light ballast); Radio Electronic Headquarters, Inc., "REHCO"; 173 P. Gomez, P. O. Box 1400, San Juan, Rizal, I.R.-508. WTD 2/19/62.

Canning equipment for milk, meats and fish; NAMARCO, Gabu City. I.R.-284.

Bailing machine for coconut fibre; fibre board making machinery for box production; bag making machinery (jute); dye making machinery; Vismin Orwiveco Inc., 153 Calderon St., Cebu City. I.R.-283.

Spinning and weaving machines and equipment for cottonized abaca; Abaca Development Board, Magallanes Drive, Manila. I.R.-379.

Feed making machinery and fish meal machinery; Antonia Floirendo, P. O. 45, Davao City. I.R.-377.

Machinery for the manufacture of automatic brake linings and rubberized coconut fiber to make cushions; D.M.G. Inc., 43 Liberstad, Mandaluyong, Rizal. I.R.-607.

Used galvanizing plant for bolts; Javellana Shipping & Trading, 2427-AT. Earnshaw, Tondo, Manila. I.R.-559.

Equipment for manufacturing mimeographing stencils and inks, typewriter ribbons; Business Machines Corporation, 61 Shaw Boulevard, Mandaluyong, Rizal. I.R.-606.

1-steam generating boiler for fish meal cooking--1/2 ton/day capacity; fish net manufacturing machinery; machinery for processing shark oil; P.Y. Arriola & Sons Co., Sanciongko Street, Cebu City. NCIA. I.R.-492.

Machinery for making aerosol cans; Standard Investment Corporation, 317 Quirino Avenue, Paranaque, Rizal, P. O. Box 3244, Manila. WTD 9/13/62. I.R.-490.

Machinery and equipment for manufacturing licorice powder from root--1/2-1 ton/8 hr. capacity; Himmel Industries, Inc. 508 Pacific Building, Manila. I.R.-472.★

Shoe manufacturing equipment; Besa's Custom-built Shoes, 112 Plaza Goiti, Manila. WTD 8/58. I.R.-507.

Used machinery such as food processing machinery, woodworking machinery, textile machinery (agency only); International Service Enterprises, 1801 Georgia Street, Malate, Manila. NCIA. I.R.-455.

Machinery for the manufacture of tomato paste and allied products; La Marinella, Inc., 9 Hercules, Bel-Air, Makati, Rizal. NCIA. I.R.-463.

Textile machinery, especially spinning machinery, specialized textile finishing machinery; machinery for polishing cotton textiles, bleaching equipment--J box; Macondray & Company, Inc., 9th Floor Makati Building, 127 Ayala Avenue, Makati, Rizal. WTD 7/27/60. I.R.-495.

Sawmill machinery; Pan Philippines Corporation, 888-B Raon, Manila. WTD 5/28/58. I.R.-499.

Machinery for the manufacture of polyurethane foam (flexible types) for use in bedding; Sleeprite Bedding Corporation, 266 Metropolitan Avenue, Makati, Rizal. I.R.-585.

Machinery to process bottle fresh milk needing no refrigeration; Pedro L. Arroyo, Airport Subdivision, Bacolod City, Occidental Negros. I.R.-578.

356 General Industrial Machinery and Equipment

Submergeable well pumps--2 to 70"; Shamrock Well Drilling Enterprises, Inc., 435 Juan Luna, Manila. WTD 8/58. I.R.-442.

Refrigeration compressors over 1 h.p. and under 15 h.p.--about 30-40 per year; Refrigeration Industries, Inc., Boie Building, P. O. Box 772, Manila. WTD 2/20/62. I.R.-493.

Pressure water pumps, gas engine driven utility pumps (exclusive agent); Pacific Marketing, CNS Building, Colon Street, Cebu City. NCIA. I.R.-293.

Water purification equipment (distributorship); Edsons Poultry & Farm Supply, 254 Uyanguren Street, Davao City. NCIA. I.R.-158.

Seafood company interested in complete ice making plant to produce 40-50 tons/day; United Fishing Co., Cadiz, Negros occcidental. I.R.-127.

Machinery for pulverizing kaolin and mixing it with other ingredients to make "lacquer" putty wanted by putty manufacturer; Felrost Products, 206 Valeria Street, Iloilo City. NCIA. I.R.-122.

Engineering contractor wants distributorship for American fire hose and general fire fighting equipment; Amalgamated Engineering Inc., P. O. Box 406, Cebu City. I.R.-126.

Auto parts wholesaler wants machinery for the manufacture of battery plates, separators and cases; also wants tire recapping machinery; Vendiz Battery & Auto Supply Co., 905 B. Aurora Blvd., Cubao, Quezon City. NCIA. I.R.-129.

Air conditioning and refrigerator manufacturer seeks refrigeration compressors of 5, 7 1/2, 10, 15, 25, 40, and 50 horsepower (direct purchase); Aircon, Incorporated, 2129 Pasong Tamo, Makati, Rizal. WTD 4/27/62. I.R.-83.

Ammonia compressors, 8 x 8, 9 x 9, 10 x 10, used; Javellana Shipping & Trading, 2427-A T. Earnshaw, Tondo, Manila. I.R.-559.

357 Office, Computing, and Accounting Machines

Checkwriters, mimeographing equipment, and all types of office supplies (distributors); Business Machines Corporation, 61 Shaw Boulevard, Mandaluyong, Rizal. I.R.-606.

Used, rebuilt typewriters wanted by office equipment retailer; Alonzo Office Equipment, 177 Sto. Nino Building, Magallanes Street, Cebu City. NCIA. I.R.-137.

Office supplies and general business equipment (exclusive agent); Pacific Marketing, CNS Building, Colon Street, Cebu City. NCIA. I.R.-293.

Typewriters (used), mimeograph machines (direct purchase or agency); Mr. Alfredo G. Tayo, Sr., 117 Ledesma Street, Iloilo. NCIA. I.R.-69.

358 Service Industry Machines

Automatic car washing equipment--1 complete outfit; Nilcar T. Hallare, c/o Suite 210, G. Puyat Building, Escolta, Manila. NCIA. I.R.-494.

Car air conditioners (agency or exclusive distribution in Manila); Bert Enterprises Inc., 504 FCI Building, Dasmarinas, Manila. I.R.-481.

Refrigeration components and parts; Lanuza & Co., 443 Sales Street, Santa Cruz, Manila. I.R.-577.

Steam laundry and dry cleaning equipment for industrial use (direct purchase); Mr. Jose Tan Yaotin, 354 Manalili Street, Cebu City. I.R.-33.

Complete equipment for small steam laundry; Attorney Mario Guarina, Jr., 175 Rizal Street, Iloilo City. NCIA. I.R.-123.

Seafood and poultry processor interested in purchasing 2 quick freezing unit coolers of 3-7 hp. each, complete with box or system without box; also walk-in storage freezer of about 350 cu. ft. capacity at 0° F or 10° F with or without box; Del Mar Foods, Inc., Manila Office: Montinola Building, Mabini Street, Manila--198 Santo Nino Road, Bacolod City. I.R.-130.

Package plant, freezer, sizes 10, 20 and/or 50 tons to be refrigerated or frozen; Philprocom-Philippine Producers Cooperative Marketing Association, Inc., Bacolod City. I.R.-292.

Complete plant for production of CO_2 (dry ice), 10 tons/day; Feati Industries, Inc., Victoneta Park, Malabon, Rizal. WTD 1960. I.R.-269.

Food vending machines suitable for institutional and factory installations; Crisar Trading Company, Phoenix Building, Intramuros, Manila. I.R.-387.

361 Electric Transmission and Distribution Equipment

Electrical wiring and industrial electrical equipment, switch gear, circuit breakers, high tension line equipment, electrical conduit of polystyrene (agent or distributor). E. J. Mora Electric Co., Inc., 14th & Chicago Streets, Manila. I.R.-590.

362. Electrical Industrial Apparatus

Spray welder; Hee Acusar, 11 Legaspi Street, Cebu City. I.R.-128.

Mining operator wants electric generator of about 100 H.P. and electric motor drives for crushers (Diesel Units); Guimbac Mining Association, University Club, Inc., Bacolod City. NCIA. I.R.-150.

Air condition and refrigerator manufacturer interested in purchasing fractional horsepower electric motors (1/8, 1/10, 1/12 HP); Aircon, Incorporated, 2129 Pasong Tamo, Makati, Rizal. WTD 4/27/62. I.R.-83.

Electric annealing furnace for silicon steel laminations for fluorescent light ballasts, 1200 degrees centigrade, continuous. Opening 6 inches square, about 15 feet long for trays holding about 13 pounds; Radio Electronic Headquarters, Inc., "REHCO", 173 P. Gomez, P. O. Box 1400, San Juan, Rizal. WTD 2/19/62. I.R.-508.

Electric motors, 1/4 to 3 HP for water pumps (about 300 per month); Mechanical Center of Manila, 549 Raon Street, Quiapo, Manila. WTD 7/25/58. I.R.-489.

363 Household Appliances

Household appliances, radios, phonographs, TV (distributorship); Peoples Financing Company, Arcenas Building, Colon Street, Cebu. NCIA. I.R.-108.

Electric or battery shavers; Philippine Index Import Corporation, 1040 Ilaya, Tondo, Manila. NCIA. I.R.-456.

Refrigerator and air conditioner manufacturer wishes to purchase electric heating elements for refrigerators to prevent sweating or condensation; Aircon, Incorporated, 2129 Pasong Tamo, Makati, Rizal. WTD 4/27/62. I.R.-83.

364 Electric Lighting and Wiring Equipment

Table lamps and parts; Malaysia Products Corporation, 301 El Hogar Filipino Building, 115 Juan Luna, Manila. WTD 5/10/60. I.R.-441.

365 Radio and Television Receiving Sets, Except Communication Types

Used TV sets; Francilou International, 1821 "G" Singalong Street, Malate, Manila. I.R.-645.

366 Communication Types

2 transmitters and receivers wanted by hospital supplier; Botica Cabrera, 714 Martin Street, Davao City. WTD 1960. I.R.-152.

Electronic communication equipment; Media Services, Inc., Box 1318, Manila. I.R.-465.

367 Electric Components and Accessories

Radio or electronic parts and products; Manufacturers Distributors Inc., CCC Building, Buendia Avenue, Makati, Rizal. I.R.-485.

Radio parts for assembly of transistor radios; Ben Avaricio Electrical Shop, Valoria St. Extension, Iloilo City. NCIA. I.R.-131.

Pole line hardware; Southern Electric Products, 290 Dasmarines St., Manila. I.R.-608.

371 Motor Vehicles and Motor Vehicle Equipment

Seeks agency in heavy trucks and truck parts, mostly used and reconditioned; Cebu United Marketing Co., 30 Manalili Street, Cebu City. NCIA. I.R.-29.

Importer of automotive spare parts seeks additional sources of all types of automobile and truck spare parts; Automotive Parts & Equipment Company, Inc., Doña Natividad Building, 10 Quezon Blvd., Quezon City. I.R.-79.

Bus line needs additional buses for expansion-ten 40-50 passenger buses, five 14-16 passenger buses; A & P Enterprises, Liloan, Cebu. NCIA. I.R.-116.

Spare parts for Jeeps; Majestic Motors, Inc., 944 Rizal Avenue, Manila. I.R.-562.

Surplus military parts for Jeeps, weapons carrier and 6 x 6; Manila Enterprises, Inc., Suite 300 Cortes Ochoa Bldg., 184 Dasmarinas St., Manila. NCIA. I.R.-658.

New and used auto parts, specifically jeep, GMC and ford truck; UM De La Cruz Motor Supply, Bocaue, Bulacan. NCIA. I.R.-488.

Auto and truck parts and accessories (agency only); Francisco Yap, 270 Dasmarmas Street, Manila. NCIA. I.R.-428.

Complete jet aircraft fueling equipment (direct purchase-urgent): Philippine Electrical Supply Company, Inc., 73 Quezon Boulevard Extension, Quezon City. WTD 10/14/61. I.R.-440.

Auto spare parts; Young's Trading, 629-631 Elcano,. Manila. I.R.-471.

372 Aircraft and Parts

Airplane spare parts (agency only); Cebu Aeronautical School, Martires Street, Cebu City. NCIA. I.R.-112.

373 Ship and Boat Building and Repairing

Contractor seeks to purchase 4 or 5 barges, 500 ton capacity for hauling rocks; also 4 or 5 barges to accommodate crawler cranes of 1 1/2 to 2 yards capacity; Montelibano Construction Co., 502 San Luis Terraces, San Luis, Ermita, Manila. NCIA. I.R.-118.

2 deep sea fishing trawlers up to 200 ton gross weight: Visayan Shrimping Company, Bacolod City. I.R.-96.

One 30-40 ton, dead weight, fishing boat complete with sonic equipment and seining operation; Mr. Jesus Bernard, c/o Visayan Electric. I.R.-163.

100 ton GT (approx.) refrigerated fish carrier, diesel powered; Coron Marine Products, 404 Goiti Building, Manila. NCIA. I.R.-414.

2-100 ton wood-hulled fishing boats; P. Y. Arriola & Sons, Co., Sanciangko Street, Cebu City. NCIA. I.R.-31.

1 or 2 LCT or LCM ships; Inter Island Development, Inc., 1260 Claro M. Recto Avenue, Manila. I.R.-565.

Hydrofoil boats--60 to 100 passengers; Javellana Shipping & Trading, 2427--A T. Earnshaw, Tondo, Manila. I.R.-559.

Six steel hulled boats suited for sardine fishing and for trawling; Visayan Packing Corp., Bacolod City, Cebu. I.R.-87.

One fishing boat 45-50 ton displacement; P. Y. Arriola & Sons, Co., Sanciongko Street, Cebu City, NCIA. I.R.-492.

375 Motorcycles, Bicycles, and Parts

Bicycle spare parts (direct purchase); Cycle Supply Company, P. O. Box 64, Iloilo City. NCIA. I.R.-62.

381 Engineering, Laboratory, and Scientific and Research Instruments and Associated Equipment

Laboratory and school equipment (exclusive representation); Val Santos Enterprise, CCC Building, Buendia Avenue, Makati, Rizal. NCIA. I.R.-95.

Equipment for analyzing chemical content of fish meal and related products (direct purchase); P. Y. Arriola & Sons, Co., Sanciangko Street, Cebu City. NCIA. I.R.-31.

382 Instruments for Measuring, Controlling, and Indicating Physical Characteristics

Industrial Thermometers (distributorship); Solex Tool Corporation, 355 Barraca, Binondo, Manila. WTD 8/15/49. I.R.-39.

383 Optical Instruments and Lenses

Camera lens for use in photostat process (direct purchase); Mr. Alfredo G. Tayo Sr., 117 Ledesma Street, Iloilo. NCIA. I.R.-69.

Optical goods (agency only); Mizisol Optical, 315 J. Basa Street, Iloilo City. NCIA. I.R.-133.

384 Surgical, Medical, and Dental Instruments and Supplies

Hospital supplier wants distributorship for American gauze manufacturer; Botica Cabrera, 714 Martin Street, Davao City. WTD 1960. I.R.-152.

Orthopedic braces and supplies; Manila Electric Company, 900 San Marcelina, Manila. I.R.-92.

386 Photographic Equipment and Supplies

Used movie theater equipment (direct purchase or agency); Bacolod Real Estate Development Corporation, Bacolod City. I.R.-72.

Printer interested in purchasing offset films 24 X 26 (about 10,000 films per year); Atty. Jose B. Clavano, P. O. Box 54, Cebu City. NCIA. I.R.-78.

Photographic supplies (agency only); American International Corporation, 2107 A. Mabini, Malate, Manila. I.R.-664.

Cameras, sound and laboratory for the production of commercial films; Fame Inc. (Film Advertising Media Exhibitions, Inc.,), 614 San Luis St., Manila. I.R.-618.

Cameras, lighting equipment, developing and printing equipment for wallet size photos (mass production-industrial); Photo Material Company, Inc., 235 D. Jakogalom St., Cebu. I.R.-89.

394 Toys, Amusment, Sporting and Athletic Goods

Toy musical instruments; Pacific Marketing, CNS Building, Colon Street, Cebu City. NCIA. I.R.-293.

Recreational equipment (exclusive agency); Recreational Products, Inc. 362 T. Pinpin, Manila. WTD 12/20/61. I.R.-278.

Toys (agency leading to possible license); Malaysia Products Corporation, 301 El Hogar Filipino Building, 115 Juan Luna, Manila. WTD 5/10/60. I.R.-441.

395 Pens, Pencils, and Other Office and Artists' Materials

Pen markers and utility knives; Pacific Marketing, CNS Building, Colon Street, Cebu City. NCIA. I.R.-293.

398 Manufacturing

Large department store interested in general merchandise of all types; Loupue, Bacolod City. I.R.-159.

General merchandise wanted by retail store outlet; Iloilo Shopping Center, J. M. Basa Street, Iloilo City. NCIA. I.R.-154.

Painting and graphic arts equipment; Suter, Incorporated, 564 Interior 1 Echague Street, Manila. NCIA. I.R.-384.

Brand-name consumer items such as toys, cosmetics, clothing, radios, etc.; Mrs. Jose Almalol Herber, 106 B-J. Fernando, Pasay City. NCIA. I.R.-553.

Cigarette lighters; Philippine Index Import Corporation, 1040 Ilaya, Tondo, Manila. NCIA. I.R.-456.

General merchandise (agency only); A. S. Lopes International Sales, Room 512, Choy Building Dasmarinas Street, Manila. I.R.-482.

472 Arrangement of Transportation

Travel agent seeks U.S. correspondent in passenger and freight promotion; Top-Flite Travel Service, Inc. (Malate Branch), 1958 Taft Avenue, Manila. I.R.-47.

Travel agency and forwarding company wants U.S. correspondent; Miguel M. Imgo, Molave Street, Matina, Davao City. I.R.-156.

505 Farm Products--Raw Materials

Interested in contracting food exporters and food brokers; Ambophes Enterprises, Inc., 801 Tennessee, Manila. I.R.-615.

611 Rediscount and Financing Instituions for Credit Agencies Other Than Banks

Interested in establishing contact with U.S. Financers; Ambophes Enterprises, Inc., 801 Tennessee, Manila. I.R.-615.

612 Savings and Loan Associations

Desires to associate with U.S. financing companies; Wise Financing Corporation, Suite 409 Puyat Bldg., Escolta, Manila. I.R.-591.

739 Business Services

Would like to represent a U.S. Research Development Company; Mr. Juan Borja, San Fernando, La Union. NCIA. I.R.-107.

Seeks agent to conduct market survey to determine salability of wood products in U.S.; Vinta Wood Products, Angeles, Pampanga. NCIA. I.R.-625.

Engineering firm seeks affiliate with U.S. Industrial Consulting firm; Inter-Island Machinery Co., Inc., Plaza Liberstad, Iloilo City. NCIA. I.R.-54.

Seeks wood handicraft designer on fee basis; Amon Trading Corporation, 246 Buendia Avenue, Makati, Rizal. WTD 10/60. I.R.-48.

781 Motion Picture Production and Distribution

Motion picture distributor interested in U.S. pictures (distributor to about 700 theatres)--specifically wants "Wuthering Heights"; R & L. Robles Enterprises, Best Theatre Building, Cebu City. I.R.-160.

Interested in associating with U.S. movie producer; Smith Sound Systems Laboratories, 176 R. J. Fernandez, San Juan, Rizal. I.R.-570.

891 Engineering and Architectural Services

Wants complete design and specifications for plant to manufacture resins from copal; Eastman (Philippines) Traders, Suite 703 Equitable Bank Building, Juan Luna Street, Manila. I.R.-464.

IMPORTS

011 Field Crop Farms

Peanuts in 5 gallon cans, 1 pound packages-can supply 10,000 pounds/month; RFH Cheng Enterprises, 376 Buencamino Street, Manila. NCIA. I.R.-293.

203 Canning and Preserving Fruits, Vegetables, and Sea Foods

Shrimp, frozen, headless in the shell--according to buyer's specifications (20-25 shrimp per pound--Jumbo); flounder filet (in 1/2 kilos); red snapper; grouper (can supply 10 thousand pounds shrimp and 15 thousand pounds of flounder, red snapper and group per month); Del Mar Foods, Montinola Building, Manila. I.R.-280.

Tropical juices (canned); Acosta Food Products, Inc., 311 Newton, Buendia, Makati, Rizal. I.R.-415.

Shrimp and fresh fish; United Fishing Co., Cadiz, Negros Occidental. I.R.-127.

Copra (8,000 tons/month); Philippine Coconut Producers Federation, Rizal Street, Davao City. NCIA. I.R.-418.

Canned mango juice in gallon or #2 cans; Lix Food Packing Corporation, Iloilo City. NCIA. I.R.-117.

Dried and dehydrated fruits and vegetables; copra (direct sale or agency); Asistic Services Inc., 304 San Isidro, Pasay City. I.R.-13.

206 Sugar

Brown (moscovada) sugar; Juliano Enad Estate Inc., Minglanilla, Cebu City. NCIA. I.R.-419.

Unrefined sugar (97° polarization); Hee Acusar, 11 Legaspi Street, Cebu City. I.R.-128.

207 Miscellaneous Food Preparations

Castor oil (100 tons/month), coconut lubricants (30 ton/month), Copra meal (100 ton/45 days); R.F. Cabuhan, 312-A Quisumbing Building, Dasmarinas Street, Manila. NCIA. I.R.-444.

Food delicacies, such as salted duck eggs; Capistrano Enterprises, 702-703 Picache Building, Plaza Miranda, Quiapo, Manila. NCIA. I.R.-389.

Castor beans and castor oil (49-51% oil--acid value--less 2%, moisture 6%); Diaz & Co., 197 Claveria Street, Davao City. NCIA. I.R.-420.

212 Cigars

Cigars ($19-$22 CIF New York); Far East Cigar Company, 320 Alliance Building, Rosario Street, Manila. NCIA. I.R.-309.

225 Knitting Mills

Tab embroidering work for U.S. firms on contract basis; Chitse Enterprise, P. O. Box 223, Hilado Street, Bacolod City. NCIA. I.R.-421.

230 Apparel and Other Finished Products Made From Fabrics and Similar Materials

Finishing work for U.S. clothing manufacturers; Luzon-Visayas-Mindanao Homo Industries Producers Association, 851 Benas Building, Avanida Rizal, Manila. NCIA. I.R.-654.

Finishing work for U.S. clothing manufacturers, specifically fine embroidery; Mr. Serafil R. Salonga, c/o American Chamber of Commerce, Inc., Elks Club Building, Dewey Boulevard, Manila. I.R.-653.

Sub-contract finishing work on clothing; Augustus A. Roche, 696 Cordillera Street, Highway Hills Subd., Handaluyong, Rizal. NCIA. I.R.-651.

232 Men's, Youths', and Boys' Furnishings, Work Clothing, and Allied Garments

Shirts; Freeman Shirt Manufacturing Co., 620 Plaza Calderon de la Barca, P. O. Box 2466, Manila. I.R.-600.

233 Women's, Misses', and Juniors' Outerwear

Contract sewing on children's dresses; Atlas Metal Windows & Doors, 1788 Malabon, Manila. WTD 1/2/62. I.R.-497.

242 Sawmills and Planning Mills

Mahogany logs (5 million board ft./month); Sarmiento Enterprises, Inc., 256-258 Uyanguren Street, Davao City. I.R.-417.

243 Millwork, Veneer, Plywood, and Prefabricated Structural Wood Products

Rattan; Salustiano S. Mahusay, 63 B. Don Pedro Cui Street, Cebu City, NCIA. I.R.-60.

Bamboo surface inlaid panels for use as a tile, table tops, screens, room dividers, etc.; Mr. Pedro F. Aquino, Jr., 1731 Bautista Street, Makati, Rizal, Manila. NCIA. I.R.-621.

Philippine mahogany (U.S. agent); Jaro Company, Inc., 297 "A" Bonifacio St., Quezon City, Manila. I.R.-637.

281 Industrial and Organic Chemicals

Manganese, chromite, sulfur, talc, copper; Majoneg Mining & Minerals, Surigao, Surigao del Norte. NCIA. I.R.-422.

302 Rubber Footwear

Sub-contract fabrication of plastic slippers with 2 inch heel-"Step-In", from supplied raw materials; Brierfield Incorporated, Barrio Kangkong, Balintewak, Quezon City. I.R.-595.

Rubber sandals (U.S. agent); Marvex Industrial, 643-45 Quezon Boulevard, Manila. I.R.-592.

307 Plastics Products

Woven picnic and beach baskets; Domestic Services, Inc., 76 Camia Street, Cebu City. NCIA. I.R.-423.

Several plastic items; Solar Plastic Products, 1398 Samson Road, Calcoocan City, Manila. I.R.-566.

326 Pottery and Related Products

Sculptured cement tiles (70 different patterns); C. G. de Leon, 456 Espana Extension, Quezon City. NCIA. I.R.-550.

356 General Industrial Machinery and Equipment

Foundry offers service of metal fabrication for U.S. companies; Pacific Engineering Company, Inc., 377 Nepomuceno, Manila. WTD 1/22/62. I.R.-449.

396 Costume Jewelry, Costume Novelties, Buttons, and Miscellaneous Notions, Except Precious Metals

Mother of pearl costume jewelry or fancies, also mother of pearl jewelry made to specifications; Umble & Icini, P. O. Box 30, Quezon City. NCIA. I.R.-461.

Fancy jewelry, shell buttons, fancy ring stones; Allied Broadcasting Center, San Patricio, Bacolod. I.R.-424.

Handicrafts made of abaca such as handbags, place mats, sandals, etc., (U.S. agent); Francilou International, 1821 "G" Singalong Street, Malate, Manila. NCIA. I.R.-645.

Handicraft articles (U.S. agent or distributor), Luzon-Visayas-Mindanao Home Industries Producers Association, 851 Banas Building, Avonida Rizal, Manila. NCIA. I.R.-654.

Visayan black fern baskets, trays and handbags; Hannibal De Los Reyos, 124 B. Mayapis St., San Antonio Village, Makati, Rizal. NCIA. I.R.-662.

Handicraft wood carving, abaca shoes and slippers, weaving materials and kapiz shell products; Aristocrat, Inc., Aristocrat Restaurant, Cor. San Andres, Dewey Blvd., Manila. I.R.-634.

Wood trays of acacia (U.S. agent); Kamyan Woodarts, Inc., 101 Samat Street, Mandaluyong, Rizal. NCIA. I.R.-630.

Ornamental beads made of seeds and casava; Mindanao Colleges, Davao City. I.R.-425.

398 Manufacturing

Handicrafts; Panay Cottage Industries, 183 Molo Street, Iloilo City. NCIA. I.R.-99.

Brooms and scrub brushes; Washington Tailors, 526 Iznact Street, Plazoktu Gay. NCIA. I.R.-426.

Artificial flowers, flower lamps and miscellaneous "notion" items; Vimin Trading (Phil.), P. O. Box 277, Cebu. NCIA. I.R.-381.

Shell lamps and wood handicraft items; Malaysia Products Corporation, 301 El Hogar Filipino Building, 115 Juan Luna, Manila. WTD 5/10/60. I.R.-441.

Powdered coconut shell suitable for filler (200-400 mesh)--15¢ lb. F.O.B. Manila packed in #50 multi-wails bags; Philippines Fiberglass Corporation, 99 Riverside, San Juan, Rizal. NCIA. I.R.-512.

504 Groceries and Related Products

Salted peanuts, roasted; Jose Richefort, 2152 O'Donnel, Manila. NCIA. I.R.-612.

811 Field Crop Farms

Black tobacco filler; Manila Enterprises, Inc., Suite 300 Cortes Ochoa Building, 184 Basmarinas St., Manila. NCIA. I.R.-658.

891 Engineering and Architectural Services

Will conduct architectural and engineering work for U.S. firms entering Philippines; Trans-Asia Engineering Associates, Inc., 1020 Dewey Blvd., Manila. I.R.-667.

Wants correspondent with U.S. Consulting Engineering firm who can use research group for handling economic and political surveys in Philippines; The Research Group, 1105 Florida, Manila. I.R.-613.

INVESTMENT OPPORTUNITIES

0139 Livestock Farms

The President of The National Federation of Sugar Cane Planters desires to implement a diversification program by obtaining a joint venture for pork product production. Know-how and some capital participation are desired. In addition to raising swine, a freezer locker; ham, bacon and sausage production; and canning are some of the activities contemplated in this field. Reports indicate great interest in this program by planters in the Philippines. Mr. Jose M. Gomez, San Jose Farms & SPOMA, c/o National Federation of Sugar Cane Planters, Bacolod City.

0719 Agricultural Services

Equity participation is sought to establish a plant to produce Manila hemp. A Philippine feasibility study has been reportedly completed and is being evaluated. Estimates indicate that $1,200,000 are needed. Some local capital is available. Reports also indicate there is also only one decorticating plant in the country. Mr. Marcial P. Villacorte, Leyte Trading & Farm Supply, 322 Gongaga Building, Rizal Avenue, Manila.

0910 Fisheries

A fishing enterprise seeks a joint venture for an integrated operation. The company has six vessels and expects to add three more to its fleet which fishes for tuna and purseins near Falawan, North Borneo and Mindoro. Mr. Vincente Disson, 73 South 8, Quezen City.

Owners of a fishing fleet seek capital participation to convert completely to purse siening operations. There are 12 vessels of which three are equipped as puree seiners. Two more vessels are to be added during January 1963. Present catch consists of sardines and mackerel which are obtained off Palawan. Mr. Ruben Martinez, Martiman & Co. Inc., Malabon, Rizal.

Fishing firm seeks capital participation to establish a purse seining operation. Company owns 15 trawlers and operates in the Visayan Sea and off Palawan. They have just purchased an ice plant. Antonio Montelibano, Iloilo City.

1010, 1021, & 1062 Iron, Copper and Manganese Ores

Mining company with iron, copper and manganese properties seeks a joint venture of technical and marketing assistance to exploit holdings. Local capital is available for project. Cabun Parscale Mining Co., Inc., Room 518, BPI Building, Manila.

1021 Copper Ores

Mining company with property which reportedly has a large copper deposit seeks American capital participation. Firm wishes to explore and develop this holding. Company representative expects to be in the United States during March 1963. Mr. Juan Escobar, Minero Chemical Corp., 6 Saint Michael Street, Cubno, Queen City.

1021, 1030 & 1040 Copper, Lead, Gold & Silver Ores

Sawmill and coffee plantation operation seeks a joint venture to obtain equipment, working capital and technical personnel to exploit mining property which produces gold, silver, copper, galina and lead. Seeks approximately $500,000. Mr. Celestino M. Dimon, Kalahi Investments, Inc., 1337 Tayshec Street, Sta. Cruz, Manila.

1062 Manganese Ores

A mining company wishes a joint venture arrangement to develop what it terms to be a unique manganese-lime deposit. It feels that because of the high calcium content of the lime and low impurities, the deposit may be usable for the production of steel. It also seeks a market outlet for the raw material. General Base Metals Inc., Ledesma Bldg., Intramuroe, Manila.

1069 Chromite

A joint venture is sought to exploit chromite properties. Interested parties may obtain geological reports. Sansar Mining Co., Room 304 San Luis Terraces, San Luis, Manila.

2010 Meat Products

New established firm seeks capital participation in the form of equipment for a meat packaging and preserving project. Know-how and the use of an American trade mark are also desired. A copy of a feasibility study is available on loan from the Office of International Commerce, Bureau of International Commerce, U. S. Department of Commerce. San Antonio Food Products, Inc., 204 Banas Bldg., 815 Rizal Avenue, Manila.

2011 Meat Packing Plants

Firms seeks technical assistance in a joint venture arrangement to establish a cannery which would specialize in meats particularly pork. Mr. Francisco Q. Maravilla, 188 Rosario Street, Iloilo City, P. I.

2023 Dairy Products, Slaughtering and Meat Packing, Agricultural Tools and Equipment

A cooperative of sugar planters is seeking to diversify the activities of its members who reportedly have capital. The cooperative seeks joint venture arrangements with U. S. firms in the following fields: (1) Dairy products to utilize land not suited to sugar, including condensed milk; (2) Beef cattle or pork operations and related slaughtering and meat packing including storage facilities; (3) Manufacture of tools and agricultural equipment.

Arrangements would have to be negotiated with individual cooperative members. Feasibility studies are planned but assistance by prospective U. S. partners is solicited. Philippine Producers Cooperative Marketing Association, Inc., Bacolod City.

A dealer in food products seeks a joint venture with an American milk company to establish an evaporated milk plant in Cebu City. Local group prepared to back proposition. Would also like to act as agents for other food items. Mr. Gonzalo Vasquez, Room 510 Samanillo Building, Escolta, Manila.

2033 Canned Fruits and Vegetables, Preserves, Etc.

Seeks joint venture of capital, equipment and know-how for the canning of orange juice. Company owns large fruit plantation. Menzi & Co., 220 Buendia Ave., Makati, Rizal.

A cannery wishes to obtain a licensing agreement for the production of food products with U.S. labels. Present output consists of fish, macaroni and spaghetti, preserves and jellies. California Manufacturing Co., Inc., Yakal and Malugay Streets, Makati, Rizal.

A manufacturer and importer of preserves and pickles seeks joint venture arrangement with an American firm able to supply processing and canning equipment. The Philippine firm is prepared to invest $25,000 to $30,000. Write Kayumanggi Enterprises, 518 Tennessee Street, Malate, Manila.

2042 Prepared Feeds for Animals and Fowls, Feed Mills, Poultry Equipment, Animal Vaccines, Boxes and Containers, Soybean Oil and Meal

A poultry and livestock feed company seeks a joint venture in order to recapitalize and to establish a new automated feed mixing plant with an 8-hour day capacity of 50-100 tons. It also would like to obtain a licensing agreement and exclusive distributorship for products in this field. Would appreciate literature and relevant information. Mabuhay Feeds, Inc., Don Primo Bldg., 30 Quezon Blvd., Extension, Quezon City.

A large producer of poultry interested primarily in developing Far Eastern markets seeks American firms for the purpose of entering into joint venture or licensing agreements, exclusive distribution or direct importation arrangements in the following fields: (1) Establishment of feed mills, including cost of machinery to produce 300 bags per 8 hours, importation of all ingredients needed in manufacture of feeds (local ingredients utilized are corn, Ipil-ipil leaf substitute for alfalfa, oyster shell, corn gluten, flour meal by-products, molasses, copra cake meal, rice bran). A good formula will need to be devised to make product competitive on the Philippine market; (2) Manufacture of poultry equipment. This would be the first of its kind in the Philippines. At present the firm is engaged in the manufacture of incubators but is interested in manufacturing an improved product under license or joint venture arrangement for export to Far Eastern markets; (3) Manufacture of livestock and poultry vaccine. This will include the establishment of complete laboratory equipment. Firm is interested in licensing or joint venture arrangement with a U.S. manufacturer of veterinary products; (4) Manufacture of corrugated boxes and containers such as chick boxes, egg trays, egg cartons and meat product containers. The firm imports American poultry products and is interested in manufacturing these containers in order to re-export these poultry products to Far Eastern markets; (5) Manufacture of soybean oil and soybean oil meal through chemical solvent process. The firm is interested in importing the smallest sized machines needed for manufacturing these products from the U.S. State cost CIF. Paulin Farms and Hatchery 79 Magallanes St, Cebu City.

Company seeks joint venture arrangements, to include technical guidance and equipment, for the production of animal and poultry feeds. The firm also wishes to establish extractive plants which would produce corn oil and extracts from papaya, sunflower seeds and native seeds. Some local capital is available. Mr. G. E. Torres, Mindanao Colleges, Davao City, P. I.

2044 Rice Milling

A grain mill machinery and furniture producing company seeks a joint venture or licensing arrangement in order to expand present production of rice and corn mill machinery. D. C. Crystal Inc., 35 Don V. Soto, Cebu City.

A joint venture is sought to establish a plant which would process about 50 tons of rice per day. $100,000 is the estimated over-all cost of the project. Land and storage facilities are available,

as well as some capital. Verico (Veterans Rice and Corn Co.), 258 Uyanguran Street, Davao City, P. I.

2071 Candies

A dealer in candies seeks American license to manufacture this product. The firm has access to pineapples, cocoa, coconut, peanuts and cashews, and is prepared to invest $50,000 in plant and equipment. The firm states it will need technical assistance to set up the plant. Jose L. Espinos, Bacolod City.

2086 Bottled and Canned Soft Drinks

A reportedly substantial transport operation seeks a joint venture to produce and distribute root beer and other soft drinks. The firm wishes to be licensed to use an outstanding U.S. trademark and can raise at least $100,000 for the proposed enterprise. De Dioe Transportation Co., Inc., Timog Ave., Quezon City.

2090 Miscellaneous Food Preparations

A producer of banana sauce seeks a joint venture or licensing arrangement to add other food items to his present line. Mr. Tirso T. Rayes, Maloloe Trading Corp., Don Santiago Bldg., 1344 Taft Ave., Manila.

2093 Vegetable Oils

A local bank seeks a joint venture to produce and market castor beans and oil. Machinery for the extraction of oil and market outlets are particularly desired. Plans envision the establishment of a cooperative bank to finance initial planting and local buying. Full production is anticipated in about six months. Rural Bank of Tacurong, Tacurong, Cotobato (Augusto Gonzales, Secretary-Treasurer).

2099 Soluble Coffee

Promoter seeks licensing arrangement to produce soluble coffee for the local market and to export coffee beans. He has a plant site at Davao, but new corporation has not yet been organized. Plans envision the handling of 10 tons of coffee per day. Mr. Edmundo F. Unson, Room 402 Puyat Bldg., Manila.

2250, 2840 & 3442 Knitting Mills, Cosmetics and Metal Doors

A manufacturer, wholesaler, and retailer of men's apparel, also dealing in insurance and precious stones, wants to produce different apparel lines under license. The company also wishes to diversify its activities into such fields as cosmetics and aluminum doors. J.G. Men's Apparel, 1380 Pennsylvania, Cor. Cregon, Brmita, Manila.

2253 & 3951 Knit Outerwear Mills & Pens

A firm seeks a joint venture to import wool, produce sweaters and then to export the finished item. It also seeks a joint venture to manufacture ball point pens. Company has injection molding machines and other related equipment. Trans World Trading Co., 453 Plaza del Conde, Manila.

2298 Cordage and Twine

Company wants to obtain a joint venture arrangement for the production of rope and cordage and wishes to establish a plant for this purpose. There is a particular desire to obtain machinery and equipment. Some local capital is available. Jovan & Co. Inc., Zamora Annex Bldg., Manila Hotel, Manila.

2421 Saw Mill, Logging Equipment, Land and Sea Transportation

The holder of forest concessions and producer of lumber is interested in establishing a saw mill and a veneer or plywood plant. Seeks joint venture with American firm able to supply machinery and equipment. The Philippine firm has also been active in land and sea transportation. Lack of capital and obsolete equipment caused this operation to close. The firm seeks joint venture arrangement with American firm to modernize its equipment. Veloso Brothers, Ltd. 1120 Cortado, Manila.

Sawmill operators wish to set up a joint venture, including know-how, for the operation of a kiln-drying and hardwood treating plant. Also seeks capital participation and market outlets. Buena Sawmills, No. 3644 Mesa Boulevard, Manila Station.

2426 Hardwood Dimension

A furniture manufacturer wishes to obtain a joint venture to produce hardwood dimension stock. Needs equipment for wood turnings. Can invest approximately $200,000 in land and $10,000 in building. Jan Furniture Co., 24 Mercury, Makati, Rizal.

2611 Pulp Mills

American capital participation is sought for a pulp and paper operation. Firm has 247,000 acres of land and needs capital to put operation on stream. Mindanao Pulp and Paper Mills, Inc., Shurdut Building, Intramuros, Manila.

An association of sugar producers is now considering the production of paper from bagasse, as well as other products to be derived from sugar cane. Joint Ventures are consequently sought to provide know-how and some capital. Furnando Cuencs, Philippine Sugar Institute, Bacolod City, P. I.

2643 Bags

A manufacturer of paper, burlap and cotton bags is interested in a joint venture with an American bag producer. Firm presently enjoys an annual sales volume of about 1 million dollars. Utility Enterprises Corp., Durano Bldg., Magallance St., Manila.

2654 Sanitary Food Containers

A licensing arrangement is sought to produce waxed papers, milk cartons and fiber containers for soft drinks. These items are not produced in the Philippines at present. Contact is desired with an American firm with market knowledge and adequate resources. Atkins, Kroll & Co., Inc., P. O. Box 1588, Manila.

2820 Plastic Materials

A manufacturer and importer of paints and lacquers is interested in producing industrial and decorative laminates which are not now produced in the Philippines. He would like a licensing arrangement with a U. S. manufacturer of laminates who can also offer technical assistance. Fuller Paint Manufacturing Co., Inc., Reliance at Epifanio de los Santos Ave., Mandaluyone, Rizal.

2821 Plastic Materials

A manufacturer of adhesives wants a licensing arrangement to broaden present line. They are particularly interested in gasket cement and adhesives for plastics. Consolidated Chemical Supply, 1726 Leveriza Street, Pasay City.

2834 Pharmaceutical Preparations

A manufacturer, importer and wholesaler of drug items wishes a joint venture/licensing arrangment to expand present line of ethical pharmaceutical preparations. Zodiac Pharmaceutical Co., Inc., 587 Epifanio de los Santos Ave., Quezon City.

A manufacturer, importer and distributor of these items is interested in expanding present activities under license by adding more lines of drugs, pharmaceuticals and cosmetics. Oceanic Commercial, Inc., 2155 Pasong Tamo, Makati, Rizal.

An importer of pharmaceuticals, repackager and exclusive distributor of these items wishes a licensing arrangement for production in this field. Farmacia Rubi, Inc., 433-435 Rosario St., Binondo, Manila.

A manufacturer and wholesaler of insecticides, solvents and drugs wishes a joint venture/licensing arrangement to import for repackaging and if possible to manufacture cosmetics and drug items under license. It desires the use of a well known trade mark and also to distribute insecticide spray units. Tin Tin Drug Co., 704 Santo Cristo St., Manila.

A producer of pharmaceutical products and importer of chemicals and packaging materials from the U.S. wants to make antibiotics under a licensing arrangement or on a joint-venture basis with an American manufacturer without current Philippine connections. Eventually, he hopes to market production throughout the Far East. A company catalog is available on loan. Pascual Laboratories, Inc., 225 Guidote Street, Bolut Island, Tondo, Manila, Philippines.

Company wishes to expand present product line of medicines, veterinary pharmaceuticals and cosmetics through licensing arrangements. Modern Research Laboratories, Inc., 8 Mango Road, Malsbon, Rizal.

A manufacturer and distributor of pharmaceutical products (tablets, ointments, liquids and injectibles) seeks an American firm with research facilities for the manufacture of pharmaceuticals under license. Pascual Laboratories, Inc., 225 Guidote St., Balut Island, Tondo, Manila.

A manufacturer of drugs and pharmaceuticals seeks license arrangements with U.S. manufacturers to add to their lines presently manufactured under Italian, Norwegian and West German licenses. Write Lexal Laboratories, 2231 Espana, Manila.

2844 Perfumes, Cosmetics and Other Toilet Preparations

Producer and importer of drug equipment seeks a joint venture to produce beauty supplies. Associated Drugs Inc., 2060 Rizal Avenue Corner Tayabas Street, Manila.

A distributor of household appliances would like a joint venture to consist of the importation of semi-finished products, with finishing, packaging and marketing to be done in the Philippines. Firm has marketing know-how and basic manufacturing equipment. Needs some technical assistance. Music Corp., 731 Aurora Blvd., Quezon City.

2851 Paints, Varnishes

An established firm which produces a broad line of paints wishes a licensing arrangement to make a line of water paints (calcimine). Products would be marketed at first in the Philippines and later throughout southeast Asian countries. The company prefers a joint venture, but would also consider licensing arrangements. General Paint Corp., 2526 Pason Tamo Ext. Makati, Rizal.

An importer of paints, wood preservatives and chemicals desires agency arrangements for all types of paints and coatings. The company is also interested in a joint venture with an American producer to make basic chemicals as part of a program to improve and expand its present facili-

ties. Pacific Products, Inc., Finch Drive, Quezon City.

2871 Fertilizers, Subdividers and Developers

A project is now in its promotional stage to construct a plant which will produce urea fertilizer. American financial participation is sought for about $60,000,000. The project management firm also seeks to contact an American Company specializing in the development of industrial parks through joint ventures of direct investment. Philippine Investment Management Consultants, Inc., 300 Filoil Bldg., San Luis Street and Taft Avenue, Manila.

3069 Fabricated Rubber Products

Established firm seeks a licensing arrangement with a U.S. rubber shoe producer, particularly for technical know-how and the use of a well known trade mark. Production would be marketed in the Philippines only. Company employs 250 persons and produces 2,500 pairs of rubber shoes daily. Makes own shoe laces, eyelets and adhesives. Walker Rubber Co., 354 Manailli St., Cebu City.

3079 Miscellaneous Plastic Products

A manufacturer seeks a joint venture of know-how and equipment for the production of industrial and decorative laminates. Presently makes laminated panels and applies plastic laminates to plywood cabinets. Plastic Veneers, Inc., 731 Aurora Blvd., Quezon City. A financial report and brochure on company's activities are available on loan from the Office of International Investment, Department of Commerce, Washington 25, D.C.

3261 Vitreous China Plumbing Fixtures

A manufacturer, wholesaler and retailer of furniture, and appliances established since 1914 presently employing 100 is interested in joint venture arrangement with American firms for the manufacture of porcelain lavatories and toilet bowls, as well as other porcelain sanitary products. The firm states that it can invest up to $75,000 in this venture. The firm also states that it has a project study of this manufacture prepared by a ceramics technologist, clay supply which has been used in similar projects, and samples of porcelain wear prepared in laboratory. According to the firm, there is presently no manufacturer of procelain sanitary wear in the Philippines. Conpinco and Company 565 Dulalia Bldg., Iznart St., Ilailo.

3392 Nonferrous Forgings

Promoters seek a joint venture for the production of alumina and products. They feel this is an attractive proposition as it is anticipated that the duty will be raised on the import of aluminum products. Clemente Avella & Enrique Zalamera, 417 Sales Street, Manila.

3423 Hand and Edge Tools

A manufacturer of hand tools wishes a licensing arrangement for the production of forged tools, pliers, punches and chisels, and screwdrivers. Toolmasters, Inc., Sheridan St., Nandaluyong, Rizal.

3429 Hardware

Building contractor desires joint venture to make hardware building fixtures (door knobs, hinges, door closers, stops, etc.). The American participant should be able to contribute technical know-how and machinery. Market outlet and some local capital is available. Darroca and Co., Inc. Cor. Arroya--Muelle Loney, Iloilo City.

3442 Jalousie and Awning Type Windows, Aluminum Frame

An importer of construction materials, also an importer, exporter and wholesaler of general merchandise, is interested in the manufacture of Jalousie and awning-type windows using aluminum frames. The firm seeks a joint venture arrangement by which the American firm would supply machinery and technical experience for the training of Philippine personnel. The Philippine firm is prepared to supply a financial statement to prospective American partner, and will send its principal to the U.S. to conduct negotiations. Philippine Associated Development Co. Marvel Bldg., #1, Juan Luna St., Manila.

3449 Architectural and Miscellaneous Metal Work

A firm of realtors wishes to obtain a franchise to establish a prefab house construction system. American mortgaging facilities are also desired. F. Calero & Co., Trade & Commerce Bldg., Juan Luna, Manila.

3490 Miscellaneous Fabricated Metal Products

A manufacturer of nerosol packaged products wishes to obtain a licensing agreement with an American producer to make such items in the Philippines. Would require raw materials from the U.S. Good Way Commercial Corp., Rosario Bldg., Manila.

3519 Internal Combustion Engines

A firm specializing in rebuilding engines wishes a joint venture to expand operations which consist of converting jeep gasoline engines to full diesel operations. Desired U.S. contributions should consist of capital, technical and purchasing as-

sistance. Anmac Motors & Engineering, Inc., 181 Kakarong Street, Makati, Rizal.

3532 Mining Machinery and Equipment

Mining operators seek a joint venture to consist of the installation and operation of machinery and the general operation of properties. This project envisions the daily production of 100 tons of sponge and pig iron. Majestic Motors, Inc., and Gem Mining Corp., 944 Risal Avenue, Manila.

3545 Machine Tool Accessories

An importer of plastic molding, shoe and textile machinery seeks a licensing arrangement to produce machine tool accessories, such as milling cutters. Pacmac Machinery & Merchandising Co., P.O. Box 3605, Manila.

3561 Pumps

Well drilling firm seeks U.S. capital participation of $250,000 on a joint venture basis. Company desires to obtain new well drilling equipment and to go into the production of well water pumps. Wells & Pumps, Inc., 302 El Hogar Filipino Bldg., Juan Luna, Manila.

3585 Refrigerators

Manufacturer of refrigerators and refrigeration equipment under license wishes to expand and seeks licensing arrangements which would enable the use of present equipment. Company is also interested in coin vending machines, metal cabinets, materials handling equipment, etc. Refrigeration Industries, Inc., Boie Bldg., P. O. Box 772, Manila.

3632, 3585, & 3630 Household Refrigerators, Air Conditioners and Household Appliances

A management, financing and merchandising firm seeks either joint ventures or licensing agreements to produce refrigeration equipment, portable freezers, air conditioning units and other home appliances. Goldbell Philippines, Inc., 410 Rosario Street, P.O. Box 1402, Manila.

3641 Electric Lamps

A manufacturer and exporter of electric lamps is interested in entering into a joint venture arrangement with an American firm in order to mechanize his manufacturing operation. Write MOREMCI, 1202-1204 A. Mabini, Manila.

3679 Coils, Condensers, Contact Points

A manufacturer of magneto, radio and TV Coils, and an importer, wholesaler and distributor of general industrial equipment wishes to establish licensing or joint venture arrangements with a U.S. manufacturer of coils, condensers, and contact points able to supply know-how, and possibly capital support. The firm established its coil manufacturing activity in 1951, employs 14 workers, and acts as sub-contractor to local end-product makers. Write Oriental Machineries Mfg. Co., 683 Evangelista, Manila.

3694 Electrical Equipment for Internal Combustion Engines

The local representative of many well known U.S. product lines (appliances, industrial supplies, etc.) and manufacturer of gum tape and other items desires a joint-venture or licensing arrangement for the assembly of spark plugs and the eventual manufacture of component parts. Yearsley, Inc., 1906 A. Mabini, Manila.

3699 Electrical Supplies

The manufacturer of radios and component parts under license seeks a licensing arrangement to produce electric wiring devices. Radio Electronic Headquarters, Inc., "Rebco," 173 P. Gomez, P.O. Box 1400, San Juan Rizal.

3714 Motor Vehicle Parts, Accessories

A manufacturer, importer and exporter of main and connecting-rod bearings in the Philippines wishes to obtain a licensing arrangement, including the use of trade names, to produce Babbitt-lined bearings. The company also wishes to produce engine valves and wants a licensing arrangement for technical know-how. In general, the firm wants to produce a broad range of auto component parts. The president of the firm plans a trip to the U.S. in the near future. A copy of the company catalog is available on loan. Philparts Manufacturing Co., Inc., 656 Ronquillo, Manila.

An importer and wholesaler of auto parts seeks a joint venture/licensing arrangement to produce like items. Has no set program and is willing to entertain any reasonable sort of proposal. Northern Motors, Inc., Isaec Feral Corner San Marcelino Street, Manila.

3732 Fibre Glass Boats

A large manufacturer of steel products and fibre glass boats is interested in producing fibre glass boats on a joint venture basis with an American boat maker. Materials would be imported from the U.S. with the expectation that manufactured boats would be sold on the U.S. as well as on the Philippine market. The Philippine firm is presently producing 16 ft. fibre glass boats using molds purchased in the U.S., at the rate of one boat per day. Write Marcelo Steel Corp., Northern Hills, Malabon, Rizal.

3840 Surgical, Medical & Dental Instruments and Supplies

The manufacturer of metal wind instruments and optical supplies is desirous of a joint venture

arrangement in these two fields. E. de Los Reyes, 41-43 F. Gullas Street Corner Balintewak, Cebu City.

An importer, wholesaler and retailer of chemicals, drugs, biologicals, etc., seeks a licensing arrangement to produce blood pressure apparatus in the Philippines. Modern Pharmacal Products Co., Box 469, Manila.

3941 Games and Toys

Newly established firm without manufacturing facilities seeks licensing arrangement or joint venture to make U.S. toys to be marketed in the Philippines and elsewhere. Mactan Development Corp., 354 Manalili Street, Cebu City.

3981 Brooms and Brushes--Switchgear

A group of businessmen desire to sponsor a paint brush (nylon bristle) factory in a joint venture with American know-how and equipment. About $25,000 of local capital is available. Such items are not presently produced in the Philippines. Nylon bristles would have to be imported.

This same group also desires to establish a factory to produce switches and similar electric components of plastic in a joint venture with American know-how and equipment. Local financing is available. Mr. Justo Ortiz, President, Junior Chamber of the Philippines (CEBU Chapter), Jaycee Club House, Fuente Osemna Street, Cebu City.

4911 Electric Companies and Systems

Company desires joint venture, with contributions of know-how, to produce hollow concrete poles under license for use as electric-transmission poles in utility service. Local capital is available. Hijos de F. Escano, Inc., 350 D. Jakesalem, Cebu City.

An electric power company seeks a joint venture to establish a 5,000 KW hydro-electric plant about 57 kilometers from Davao City. This venture would also include plans for distribution lines and sub-stations. The firm also possesses land which it desires to convert to industrial park use to serve the following industries: Freezing and cold storage; canning; coir processing; poultry and feeds; casava flour mills, etc. Rural Electrification Corp., Room 502, San Luis Terraces, Manila.

5311 Supermarkets, Department Stores

A retailer in general merchandise, optical goods and drugs is interested in a joint venture arrangement with American firms in establishing super markets and department stores. He possesses two locations, one of 6,000 square meters, and one of 1,500 square meters with a 3-story building. The locations are valued at $75,000 and would be considered a part of the capitalization of the joint venture arrangement. In return, the Philippine firm would require merchandise (groceries, textiles, gift items) with a credit line of 120-180 days. Bacolod Trading Center Peralta's Dept. Store Sta., Teresita Drug Store, Bacalod City.

Holder of reportedly valuable real estate seeks capital participation to establish a supermarket operation. Present structure on property has to be torn down. Would consider lease basis for supermarket operation. Mr. Antonio Aranda, Bank of Philippines Bldg., Manila.

6144 Industrial Loan Companies

A firm specializing in cottage industry products seeks American capital participation to establish a rural development bank in the province of Sorsogon. 40% of total capital requirements should be the U.S. share. The Philippine Government, it is reported, would match any private capital raised. Jiminez Commercial Corp., Samanillo Bldg., Escolta, Manila.

7011 Hotels

A travel agency, insurance and real estate firm desires to construct a hotel on a joint venture basis with a U.S. company. Available plot is deemed adequate for a 100 room hotel, the cost of which it is estimated will be about $500,000. About half the construction cost would be available from local capital. Royal Travels, Inc., 553 Padre Faure, Frmita, Manila.

A real estate developer wishes to obtain a joint venture arrangement to construct a resort project about 20 miles from Manila. Plans envision the utilization of 500 acres on which would be a 38 room resort hotel, swimming pool, golf course, picnic area and native style bungalows serving as a motel complex. Holiday Hills, Inc., Trinity Bldg., San Luis, Ermita, Manila.

7392 Business and Management Consulting Services

A marketing corporation which deals in sugar seeks a joint venture operation in order to diversify present activities. The company's program envisions pilot plants than can be used as models for new industry. Local capital would be raised by subscription from home industries. Firm has reportedly established its own development bank. SPCMA, Bacolod.

Firm seeks to obtain joint venture arrangements for the sale of package plants. They have clients with varied interests and function as business managers and consultants. Filipines Consultants & Management Corporation, 1006 Manhattan Building, Manila, P. I.

8911 Engineering and Architectural Services

Producer of plywood boats desires a licensing/joint venture arrangement with a U.S. producer

of fiber glass boats. A good market is said to exist for such items in the Philippines. Company produces plywood boats, operates a marina, sells outboards and wishes to expand into production of larger craft. The firm proposes to produce locally the hulls and to import molds, models and finishing material. Company brochure and further details available on loan. Samson Boat & Allied Industries, Km-12.7, Los Pinas, Rizal.

These additional investment propositions were reported by the Mission, however, the Department of Commerce does not possess commercial information on these firms.

0122 & 2033 Fruit Farm and Canned Fruits

Promoter seeks joint venture to set up a pineapple farm and to establish a plant for the processing, packing and marketing of the fruit. Project survey should be available in about three months. Pablo Guillergan, c/o Inter-Island Machinery, Plaza Libertad, Iloilo City.

0910 Fisheries

Fishing enterprise desires to expand operations by adding more vessels and storage facilities through a joint venture arrangement. Pedro Aduna, 1424 Gov. Forbes Street, Manila.

Fishing enterprise is interested in acquiring (1) a 1,000 GT refrigerated fish carrier, diesel powered; (2) 200 GT fishing boats (2,500 basins capacity) for trolling purse seining, on a joint venture basis. Firm willing to invest 4 million (approximately $2 million). Prospective U.S. partner to furnish boats. Coron Marine Products, 404 Geiti Building, Manila.

1000 Metal Mining

A firm of mining prospectors, locators, and claim owners seeks U.S. capital on a joint venture or loan basis to put holdings into operation. An estimated $500,000 is needed. Sergio D. Ayson & Associates, 34 Fort Santiago Street, Barrio Dona Alicia, Bago Bantay, Quezon City.

1011, 1021, 1069, 2819, 3312, & 3331 Iron Ores and Ferroalloys Products also Phosphates

Mining company seeks capital participation to exploit concession held on a 25 year renewable basis. Project study has been completed and plans call for 2,000 tons per day of laterite extraction of iron and nickel holdings. Cronus Mining Co., Ltd., Don Santiago Building, Taft Avenue, Manila.

A firm engaged in minerals exploration seeks arrangements with American firms for the exploitation of a rock phosphate claim it possesses. Reconnaissance reports are available. Sale or lease on royalty basis proposed. The firm also seeks a joint venture arrangement with American firms for the exploitation of its claims of lateritic iron ore. Firm needs financing for equipment, processes; management and engineering. Metropolitan Mining & Development Co., 371 Tupas Street, Cebu City.

Owners of mining properties seek joint ventures with U.S. firms for the manufacture of sponge iron; development and operation of copper mines; development and operation of lode iron mines; development and operation of magnetite iron (sand) mines; and the establishment of an ore brokerage firm for metallic and non-metallic minerals. Write Pedro Marbella & Manual L. Laurel, 516 Alliance Building, Rosario Street, Manila.

Iron works about to commence operation of a new blast furnace seeks a joint venture to consist of the exchange of equity for contributions of machinery and capital. Output to be marketed locally. Sta. Ana Iron Works, Marl Building, Iloilo City.

1021-1211 Coal, Copper

A mineral development company wishes to lease on a royalty basis its mineral claims containing coal and copper on Mindanao. These claims aggregate over 1,000 acres. Coal in area may exceed 2,500 acres. Preliminary report is available. Write Mambali Development Co., c/o Miguel P. Esguerra, President, Davao City.

1042 & 1069 Gold and Ferroalloys

Mining company seeks capital participation to reopen war damaged holdings. Additional information will be supplied upon request. General Insurance & Surety Corporation, 406 Sanmanillo Building, Escolta Street, Manila.

1069 Chromite Mining

A minerals enterprise holding leases on 1,300,000 metric tons of reportedly proved refractory chromite ore seeks joint venture with U.S. firm or group to expand and modernize its operations. Prospective U.S. partner required to provide technical experience and credit for mining machinery. Write Mindoro Mineral Enterprises, 1310 M. Hizon, Sta. Cruz, Manila.

1411 & 3281 Marble

A local businessman associated with a group controlling large deposits of Antique marble seeks a joint venture with American firms. Will exchange 99 year rights for technical know how and capital for equipment. Write Steve Tajanlangit, 150 Hechanova, La Paz, Iloilo City.

1441, 1493, 3295 & 3299 Silica and Mica Mining

The owners of silica shell and black and white mica claims (subject to starting operations within two years) seeks a joint venture with U.S. firms

to develop these claims. U.S. partner should be able to furnish capital for a market survey, a feasibility study, equipment and technical know-how. Write Eufemio D. Dalisay, Cagayan de Oro City, Misamis Oriental Province.

1492, 3274, 3275 Gypsum, Gypsum Products and Lime (Dolomite)

Company with gypsum claims seeks a joint venture of know-how and equipment to exploit holdings. Some local capital is available and reports indicate good sales potential for gypsum board and block. Also has dolomite stone resources which it wishes to exploit for local steel and copper operations. Cebu Oceanic Enterprise, 296 Magallanes Street, Cebu City.

1951-1961 Small Firearms and Ammunition

An importer of beauty shop equipment seeks licensing arrangement or joint venture with U.S. firms for the manufacture of small firearms and ammunition. C.N.S. Enterprises, P.O. Box 39, #1 Corner Colon and Junquera Streets, Cebu City.

2011 Pig Slaughtering

The owner of a small piggery seeks joint venture with U.S. firms to establish a meat slaughtering, processing and packing enterprise able to process 500-1,000 pigs daily. He states he has 25 acres of land which can be used as site for a factory. Owner is willing to invest approximately $25,000. Prospective U.S. partner should supply technical guidance and equipment. Write Jesus V. Ocena, P. O. Box 117, Davao City.

2030 Food Canning and Preserving

A recently established sales promotion firm which specializes in foodstuffs, desires a licensing arrangement for the operation of a canning plant which would process prepared foods. A feasibility study is reportedly underway. Narra Marketing Corp., Suite 317, Paramount Building, 434 Rosario Street, Manila.

A firm engaged in the canning of fruits and fish seeks a licensing arrangement to use U.S. trademarks in the Philippines. Write Visayan Packing Corporation, Bacolod City.

2031-2036 Fish Canning and Freezing

A sardine fishing fleet operator seeks a joint venture with American firms to establish a canning and freezing enterprise. The firm operates a fleet of three large (120 Tons) boats, and 12 smaller (40 Tons) boats. Write Vincente and Manual Sandoval, Cuyo, Palawan.

2032-2834 Baby Foods and Pharmaceuticals

A manufacturer of ethical drug preparations seeks licensing arrangements with U.S. firms for the production of vitamins, antibiotics, hormones, enzymes, anti-pyretics, analgesics, enthelmintica and anti-tussives, and baby foods. Write Versatile (Philippines) Inc., Banawa, Cebu City.

2045 Flour Mill

A rice farming and milling enterprise seeks a joint venture to establish a cassava flour mill. The firm has 1,000 to 2,000 hectares of land available and plans to combine cassava and coconut planting. Vano-Pineda Farming Enterprises, Carmen, Bohol.

2087 Flavoring Extracts

A newly established food products firm seeks a joint venture to establish a plant which would produce exotic flavors and syrups for ice cream and other food products. Some local capital is available. Francisco Sycip, P.O. Box 1549 Manila (313 Estero Cogado).

2093 Vegetable Oil Mills, Except Cottonseed and Soybean

A sugar planters' cooperative seeks a joint venture with U.S. firms for the establishment of a castor bean extraction plant. Feasibility study under way. C.A.T. Planters Cooperative Marketing Association, Inc. Mac Arthur Highway, Tarlac, Tarlac.

Federation of producers of copra and by-products seeks joint venture arrangements with U.S. firms to produce copra oil for export and by products as charcoal, coco fibers, etc. Davao Copra Producers' Federation, 143 Rizal Street, Davao City.

A producer and exporter of copra seeks joint venture with U.S. firms to establish a plant to process copra oil. Col. Antonio C. Lanzar, Malalang, Davao, Mindanao.

Producer of coconut oil seeks a joint venture to establish a processing plant and requirements indicate that about $3,000,000 is needed. This is reported to be part of a larger project which is tax exempt as a basic industry. Norson Co., Inc., 515 FCI Building, Manila.

2099 Coffee, Instant Coffee

A coffee producers' marketing organization seeks joint venture with U.S. firms to establish a plant for the production and packaging of 1,000 tons monthly of ground and "instant" coffee. Marketing would be done in the Philippines and in the United States. Association prepared to invest upward of $25,000. Prospective U.S. partner expected to furnish technical assistance and equipment. Write Davao Coffee Producers Marketing Association, P.O. Box 117, Davao City.

2432-3551 Plywood and Veneer, Plywood Mills and Logging and Log Transport Equipment

A manufacturer of plywood and veneer seeks partnership with U.S. firm able to invest $250,000 to be used to retire bank loan and modernize. Firm has 50,000 hectare wood concession. 80-90% of production is exported to U.S. Marli Plywood & Veneer Corp., 628 Apelo Cruz, Pasay City.

The prospective owner of a timber concession presently active as a dealer for prominent oil company seeks a joint venture with U.S. firms for the establishment of a lumber operation and a plywood factory. He plans to cut one million board feet per month and to produce 1500 to 2000 sheets of 1/4" x 4' x 8' Philippine Mahogany plywood per day. Eduardo J. Jalandoni, 2352 B. Taft Avenue, Manila.

A logging Company seeks purchase of logging and log transport equipment on deferred payment basis (20% down and 2 years credit considered acceptable). Also seeks purchase of two plywood mills; one on deferred payment basis and one as joint venture with interested American firm. Valderama Lumber Mfrs. Co., Inc., 13 Juna Avenue, Davao City.

2499 Rattan

An exporter of rattan seeks joint venture arrangement with American firms for the production of high quality rattan. E. Estipona Enterprises, Inc., 700 Marpori Street, Davao City.

2519 Household Furniture

Producer of rattan furniture wishes a joint venture to produce patented furniture requiring no nails, screws or connections of any kind. Perez Furniture, 1366 Felina Street, Paco, Manila.

2611 Pulp Mills

Civil engineer seeks a joint venture which should include export marketing facilities to establish a plant which would process coir. Can contribute about 10% of an estimated requirement of $80,-100,000. Detailed project analysis is available. Nirsas N. Fuentes, 2 Punay Street, Basak, San Nicolas, Cebu City.

2649-3251 Laminated Beams for Construction and Vinyl Tiles

A wholesaler and retailer of construction material is interested in the manufacture of laminated beams and vinly tiles under license with U.S. firms. Arenco Inc., Capitol Subdivision Building, Bacolod City.

2844, 3941, 3942, & 3999 Cosmetics and Beauty Parlor Equipment, Cosmetics, Plastic Washable, Toys and Dolls

The operator of a beauty salon and school seeks a joint venture on beauty products, supplies and equipment. Is also interested in agency arrangements. Dick & Lucy Beauty Salon, Manila (Demetrio Belmonte, Jr., Owner).

A manufacturer, importer and retailer of beauty parlor equipment and cosmetics seeks licensing arrangement with U.S. firms for the manufacture of plastic washable toys and dolls. Firm is also interested in joint venture with U.S. companies for the manufacture of commercial type hair dryers, shampoo bowls, spray nets, lipsticks, face powder, and after shave lotion in order to expand its present beauty shop equipment operations. The firm states it has experience, some equipment, management know-how and land is available for this joint venture proposal. Write CNS Enterprises, Corner of Colon Junquera Streets, Cebu City.

2871 Fertilizers

A processor of guano seeks capital participation to exploit potentials in this field. Carabao, Inc., 265 Jose Rizal Avenue, Makati, Rizal.

A rice milling and cattle raising enterprise seeks a joint venture with American firms for the exploration and development of guano resources for which it has a location permit. Preliminary reconnaissance needed. Write A & B Enterprises, Carmen, Bohol.

3260 Pottery and Related Products

A producer of ceramics products seeks a joint venture of participating capital. Company now building a continuous kiln and anticipates being in operation during 1963. Marli Ceramics, 606 Apelo Cruz, Pasay City.

3312 Blast Furnaces, Steel Works and Rolling Mills

The owner of land adjacent to a steel mill seeks a joint venture to establish a steel fabricating plant on the site. Benito Z. Lim, 17 Victoria Avenue, Cubao, Quezon City.

3423, 3522, 3544, 3545, 3548, 3551, & 3999 Cutting Tools, Hand Tools, China, Bric-A-Brac, Agricultural Equipment and Food Processing

A machine shop manufacturing marine engine parts seeks joint venture with U.S. firms for the manufacture of lathe and machine cutting tools, hand tools, jack saw blades. Present equipment is old. U.S. partner to supply machinery and technical assistance. Philippine firm will furnish up to the equivalent of $100,000 capital and its

experience as its contribution. The firm has also expressed its interest in a joint venture with U.S. firms for the manufacture of dishes and bric-a-brac (ceramics) from native clay. Write Dolendo's Machine Shop, 873 Muelle Loney, Iloilo City.

A sugar planting firm seeks joint venture with U.S. producers for the manufacture of various types of tools, eg. hand tools and agricultural implements. Company has substantial capital available, but has no technical or marketing facility. Desires to contact a U.S. firm able to supply know-how and all or part of plant equipment. Food processing and packing equipment would also be considered. Write Gonzalez Development Corp., Washington Street, Bacolod City.

3431 Sanitary Wear

A motor freight transporter who owns clay deposits suitable for ceramics seeks contact with U.S. firms interested in the local manufacture of sanitary wear, refractories, etc. Company would lease property to U.S. producer on a royalty basis. U.S. firm to supply machinery, capital and know-how. Write Sancho Dolar, Jaro, Iloilo City.

3531 Logging Machinery and Equipment

A logging company seeks a joint venture to acquire equipment, such as a band mill, band saw, logging winches, etc. Mindanao Deep Development Company, Inc., 820 Rosario Building, P.O. Box 1069, 411 Rosario, Manila.

3532 Mining, Machinery

A mining company producing lime and phosphates is interested in expanding its operations on a joint venture basis with a U.S. firm which would supply needed machinery. Actual needs to be determined by survey. Write Twelve Stars Mining Corporation, Milagres Building, Bacolod City.

3551 Sugar Mill Machinery

A sugar industry association seeks American capital participation on a joint venture basis to establish a sugar mill using the diffusion method of sugar extraction. Write National Federation of Sugar Cane Planters, Bacolod City.

3634 Electric Housewares

A manufacturer of these items and miscellaneous household goods seeks capital participation to expand activities. Wonder Mechanical Engineering Corp., 1310 M. Hizon Street, Manila.

3639 Hot Water Heaters

A manufacturer of compressed gas and welding supplies and equipment seeks to manufacture hot water heaters under a licensing agreement with U.S. firms. Philippine Acetylene Co., Inc. 1155 Cristobal, Manila.

3714 Motor Vehicle Parts

Automotive parts enterprise wishes to diversify. Has capital available. Sincere Investment Company, Inc., 1001 Herran, Manila.

3721, 3722, 3723, & 4521 Light Aircraft, Spare Parts, Repair Depot, and Air Charter Service

An aeronautical school seeks joint venture arrangements with American firms for the assembly of light aircraft; establishment of an air charter service, and the distribution of spare parts and establishment of a repair depot. Cebu Aeronautical School, Martires Street, Cebu City.

3731 Shipbuilding and Repairing

Proposed shipbuilding company (fishing boats, barges, tugs and small inter-island vessels) seeks a joint venture to commence operations. Promoters have sufficient capital for the first year's operations, but require capital participation to obtain additional equipment when plant is in operation. Manila Bay Shipbuilding Co., Magsaysay Building, Manila.

3941 Toys

An outdoor advertising agency seeks licensing arrangement of joint venture with American firms for the production and distribution of toys made of wood, clay and native materials. The firm has local technical talent available but has no manufacturing experience. It is prepared to invest $2,500 or more, with U.S. firms to supply designs and technical assistance. The firm plans to organize production on a "cottage industry" basis with special support of the Philippine Ministry of Commerce. Republic Promotions, P.O. Box 363, Iloilo City.

4443 Intercoastal Transportation

Recently established cargo line seeks U.S. capital participation to purchase hydrofoil vessels. Some local capital is available and through American investors could have control, Flipino interests would manage. Vessels would be used for inter-island transportation. Pacific Shipping Corp., 610-A Trinity Bldg., San Luis, Ermita, Manila.

4511 & 4711 Air Transportation and Arrangement of Travel (Tourism)

An air cargo forwarding company and travel agency now in the process of being organized seeks financial collaboration. Some local capital is available. Asiatic Services, Inc., 304 San Isidro, Pasay City.

4830 Radio Broadcasting and Television

Businessman seeks a joint venture to establish a radio and television network. Enrique M. Orozco, 441-C Isabel, Sampaloc, Manila.

4911 Electric Companies and Systems

Firm which owns mineral claims and real estate properties seeks capital participation for a power operation to be amortized over a seven year period. Power plant badly needed. Feasibility study is available. Philippine Black Diamond Corp., 508 Bayview Hotel, Manila.

5098 Bamboo Plywood

An industrial development organization presently operating a bamboo plywood pilot plant seeks joint venture with U.S. firms to establish a commercial bamboo plywood manufacturing plant. Firm indicates that the produced bamboo plywood would be used in panelling, flooring, furniture etc. Exclusive distribution in U.S. would be given prospective American partner in exchange for financial assistance. Production process uses patented machinery developed by Philippine company. Literature and descriptive booklet are available on loan basis from Office of International Investments, Bureau of International Commerce, U.S. Department of Commerce, Washington 25, D.C. Write Bamboo Industrial Development Corp. Desidal Blvd., Davao City.

5311 & 5411 Department Stores and Super Markets

A dealer in general merchandise seeks a joint venture with an American firm in the same line of activity. Nakhoda, Ltd., 1369 Pennsylvania, Manila.

The operator of a food store seeks a joint venture arrangement with an American firm for the establishment of a series of small food supermarkets. States that each store could be established for approximately $1,000. The local firm can invest $1,000 to $2,500. Sevilla's Supermarket, San Pedro St., Davao City.

6551 Subdividers and Developers

Real estate developer seeks capital participation to set up a resort area in Baguio. Land is available for the project and the capital sought would be used for improvements. Aurora de la Cruz, Philippine Scenic Development Corp., 400m 206, Banes Building, 815 Rizal Avenue, Manila.

Realtor and developer seeks American capital participation to establish industrial parks. Company feels there is good potential in this field in view of the Government's industrialization program and the anticipated foreign investment law which should be attractive to American investors. F. Calero & Co., 403 Trade & Commerce Building, Juan Luna Street, Manila.

7392 Business and Management Consulting Services

Newly formed local chamber of commerce seeks American participation in joint venture projects. At this time there is no specific project that is being promoted. This organization seeks to explore the possibilities of joint action and desires to develop general information. Batangas Chamber of Commerce, Batangas.

41984--U.S.Dept.of Comm--DC--1963

☆ U.S. GOVERNMENT PRINTING OFFICE : 1963 O - 673309

PENN STATE UNIVERSITY LIBRARIES
A0000712895B8